

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

Publicity of Grain Future Trading

Seed Verification Conference at Chicago

Listing Monies and Credits with Assessor

Nebraska Grain Dealers Organize at Lincoln

Bank Carrying Out Instructions Not Liable

Carbon Bisulfid Explodes in Elevator

American Seed Trade Convention Huge Success

Grain Exchanges Keeping Step with Progress

New Totally Enclosed Motor

Damages for Impurity in Seed Oats

Montana Co-Operative Ass'n Growing Rapidly

Demurrage Offset by Delay in Furnishing Cars

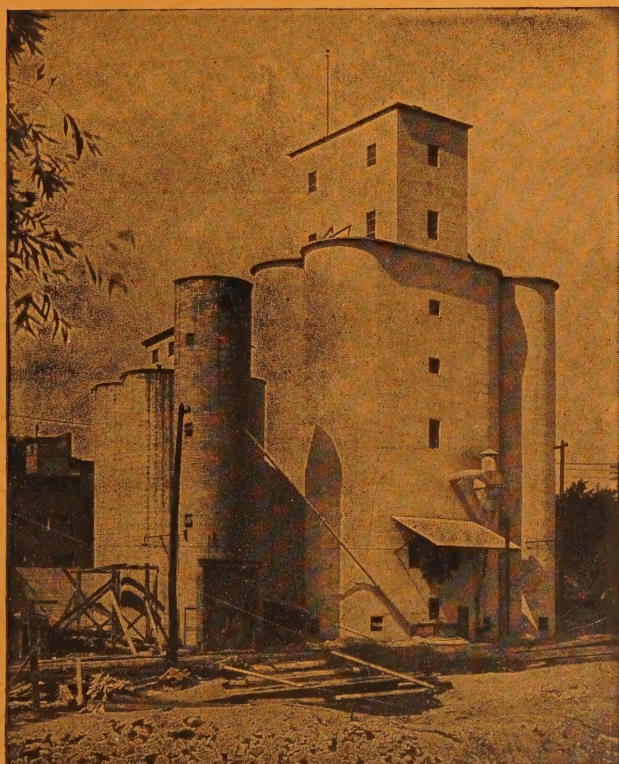
Eastern Federation of Feed Merchants Meet at Buffalo

Railroad's Liability for Damage to Sheds on Right of Way

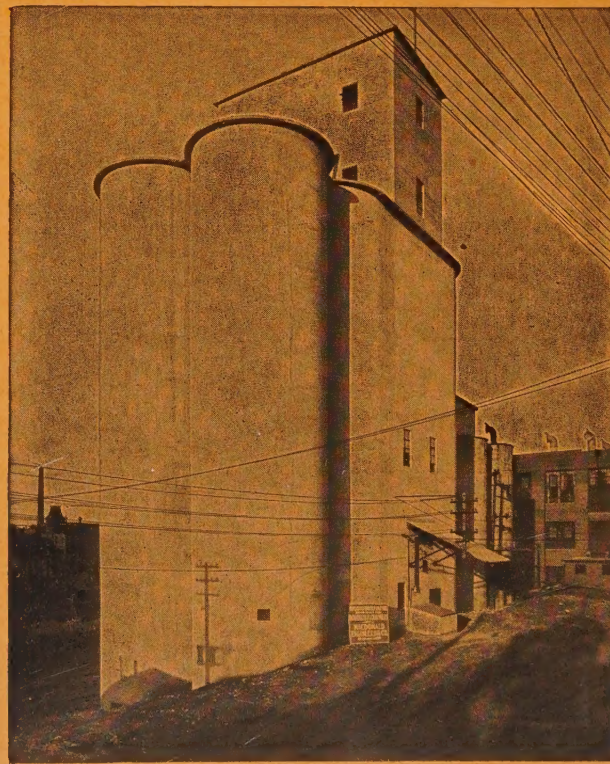
How to Test for Protein

Southern Seedsmen Convention Draws Record Attendance

Indiana Grain Dealers in Midsummer Meeting

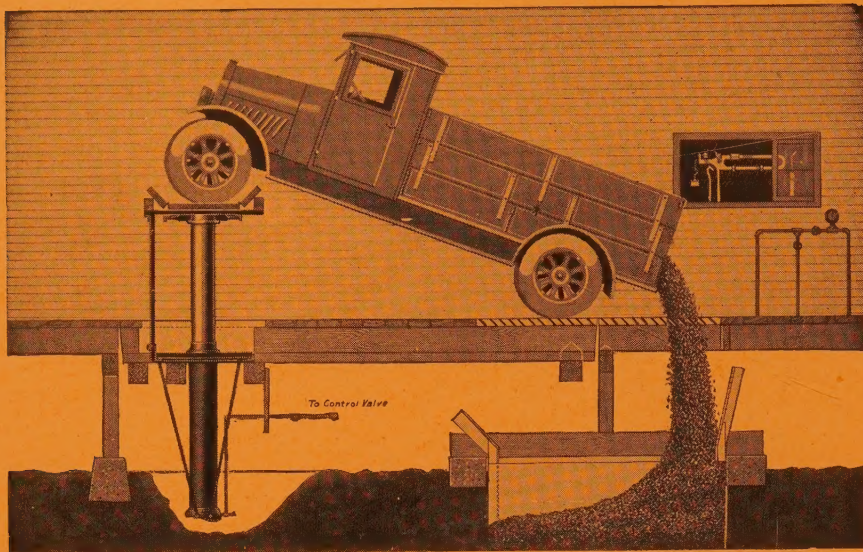


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HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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(Continued on next page.)

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Norris Elevator—Murray Elevator

CORN
and
BARLEY

CONSIGN

ERNST-DAVIS COM. CO.
Kansas City

A. C. DAVIS GRAIN CO.

Grain Commission
Mill Orders a Specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A



SHANNON GRAIN COMPANY

CONSIGNMENTS

1124 Board of Trade KANSAS CITY, MO.

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

Grain Exchange
Members**OMAHA**Grain Exchange
MembersCorn—Wheat—Natural and Sulphured Oats and Barley
RECEIVERS and SHIPPERS**UPDIKE GRAIN CORPORATION**Elevator Capacity 4,600,000 Bushels
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN**CROWELL ELEVATOR COMPANY
OMAHA**

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GRAIN

Consignments Solicited

VINCENT GRAIN CO. Merchants of hard and
soft winter wheat;
ask for samples.
OMAHA, NEBRASKAI enjoy the Journal very much and find
many good points for my business.— K. L.
Heinz, Champaign, Ill.Chamber of Commerce
Members**MINNEAPOLIS**Chamber of Commerce
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CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.**GRAIN**We Buy, Sell, Store and Ship all Kinds of Grain, Choice
Milling Wheat and Rye Selected by Expert Buyers.
Own and Operate Elevator "L"**Clark's Car Load
Grain Tables**Eighth edition, revised and enlarged, shows the
following range of reductions of pounds to
bushels by fifty pound breaks.

20,000 to 107,950 lbs. to bushels of 32 lbs.	
20,000 " 74,950 " " " " " 34 "	
20,000 " 96,950 " " " " " 48 "	
20,000 " 118,950 " " " " " 56 "	
20,000 " 118,950 " " " " " 60 "	

Pounds in red ink; bushels in black. Linen
ledger paper reinforced, bound in flexible kara-
tol with marginal index. Price \$2.50, weight
6 ozs.**GRAIN DEALERS JOURNAL**
309 So. La Salle Street CHICAGO, ILL.**HALLET & CAREY CO.**
Grain Merchants

Minneapolis Duluth Winnipeg

Fraser-Smith Co.
GRAIN

Minneapolis Milwaukee Cedar Rapids

RECEIVERS, SHIPPERS AND BROKERS*You'll Like Trading With*
Panhandle Grain Corporation
DOMESTIC AND EXPORT GRAINHANDLING—
WHEAT, MILOMAIZE
CORN, KAFFIR CORN
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Successors to

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208-310 Chamber of Commerce, Baltimore**GORDON GRAIN CO.**CONSIGNMENT SPECIALISTS
ST. JOSEPH, MO**Barnes-Ames Co.**
GRAIN MERCHANTS

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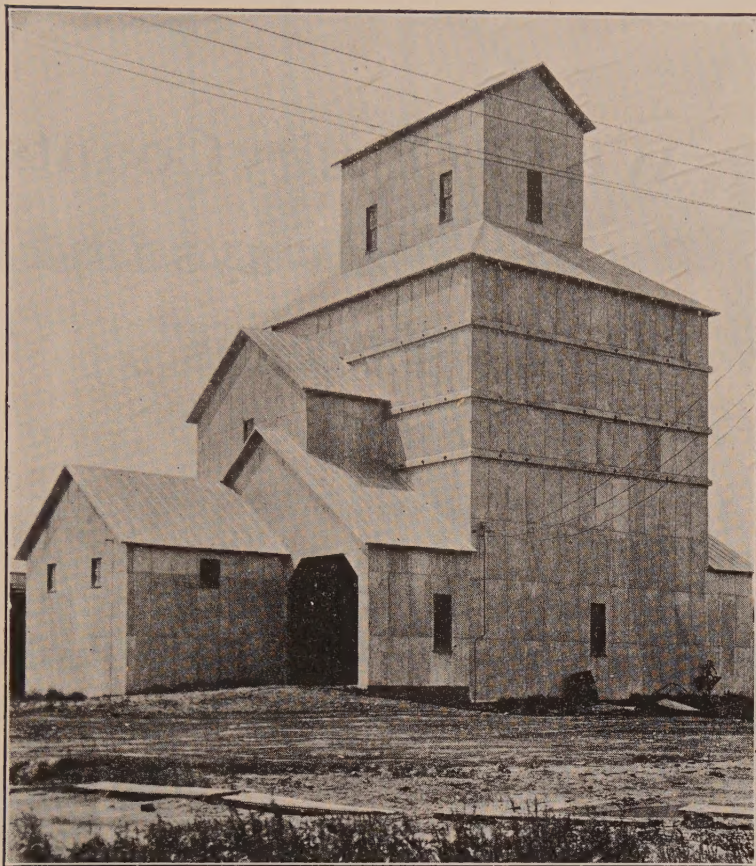
WE BUY
Grain & Seed Screenings

Bag lots or car lots. Send samples.

GEORGE W. YOUNG CO.
327 So. La Salle St., ChicagoSend Your Offerings to
The Abel-Whitman Co., Inc.Grain — Feed — Brokerage
511 Produce Exchange, New York, N.Y.It is the returns from advertising that
permits the maximum of service to our
readers. Please specify the
Grain Dealers Journal
when writing an advertiser**If What You Want you see advertised, tell the advertiser.****If Not--Tell the Journal**

Nothing is apt to cost so much as a bearing that cost so little.

You men who plan, build, use or pay for machines of any kind, remember this: It costs more to replace a poor bearing than to buy the best one that SKF ever produced. AND SKF ANTI-FRICTION BEARINGS ARE THE HIGHEST PRICED IN THE WORLD.



Wm. Hayton
& Son
Billings, Okla.

“Run so easy they can be turned by hand”
Oklahoma elevator man says of **SKF** Bearings

SHAFTING which can be turned by hand! Can you imagine what that would do to your power bill? And in addition, such smooth operation that lubricant would only be required about three or four times a year! That is the kind of service you can expect in your elevator when shafts run on SKF Ball Bearings. Large or small, hundreds of elevators throughout the United States are getting such dependable results.

Here's what Mr. Wm. Hayton of Wm. Hayton & Son, Billings, Okla., thinks of his SKF equipment:—“When I had my new elevator built this spring I decided to install SKF Anti-Friction Bearings and give them a trial. We have nine of them installed, two on the head-shaft, two on the jack-shaft and five on the main-shaft and—every one runs so easy that the shafts they carry can readily be turned by hand.”

SKF INDUSTRIES, INC., 40 East 34th Street, New York, N. Y.

SKF

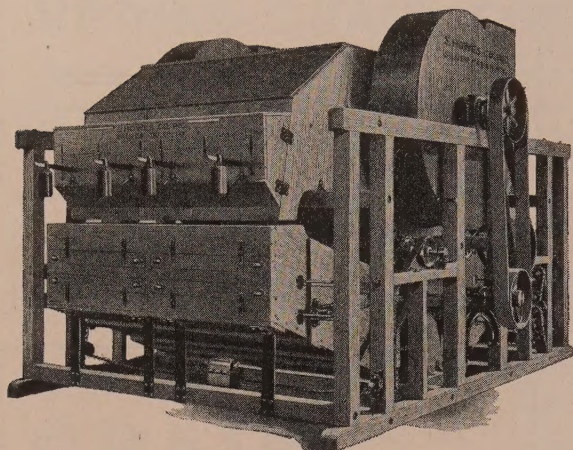
Ball Bearings



Roller Bearings



"Eureka"—"Invincible" Grain Cleaning Machinery

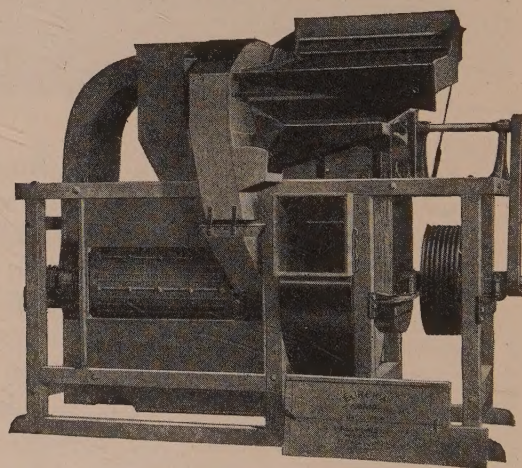


"Eureka" Double-End Aspirator-Separator

Where Quality Counts—
You'll always find
"Eurekas"

This Magnificent Grain Cleaner, and a huge "Eureka" Oat Clipper, both Armored Machines, Ball-Bearing equipped throughout, go into the New, Modern 3,000,000 Bushel Elevator of the Standard Milling Co. at Buffalo, N. Y.

"Eurekas"
Demanded by the
Men who know!



"Eureka" Oat Clipper-Case Exposed

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Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas

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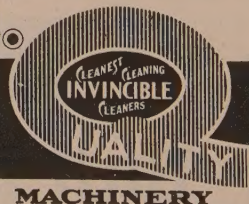
Special Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

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S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England



A Type "S" Scale
with full-capacity direct-
reading dial — and you
have the best weighing
equipment money can buy

The motor truck brought a new weighing problem to the grain elevator. Most of a truck load is on the rear axle—therefore weight is unevenly distributed on the scale platform. Smashing impact of eccentric loads starting and stopping under their own power quickly impairs accuracy unless the scale is especially designed for truck weighing.

*Also a complete
line of electric
motors for ele-
vator service.*

Fairbanks—following the design of their famous track scale for weighing railroad cars, produced the Type "S" Truck Scale. Anywhere the load is placed on the platform the weight is transmitted to dial or beam accurately.

Combine the Type "S" Truck Scale with a full-capacity direct-reading dial and you have accuracy plus split-second weighing. Trucks can be weighed as fast as they move over the platform.

Think of the coming harvest season—of the time and money it will save. Write for complete information today.

FAIRBANKS, MORSE & CO., Chicago

And 40 principal cities—a service station at each house

Fairbanks Scales

Preferred the



World Over



WINTER'S Universal Elevator Drive

Operates direct on head shaft.
Self-Oiled, Self Aligned and requires no attention.
Equipped with Timken anti-friction roller bearings.

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Clow-Winter Mfg. Co.,
Minneapolis, Minn.

I have been using one of your Winter's Universal Drives for some time and it sure is giving good service. It is far better than any chain or belt Drive. I have not had one bit of trouble with it; my leg carreis eighteen hundred bushels per hour using a five-horsepower motor—L. W. ELY.

No Chains to Break—No Belts to Slip

CLOW-WINTER MFG. CO.

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The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin



We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

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Chicago
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Write us for particulars

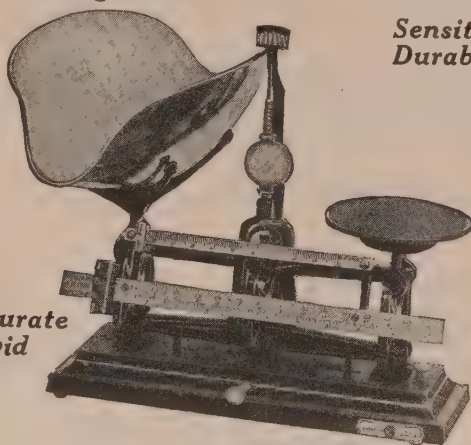
Cyclone Blow Pipe Co.

2542-52 W. 21st St.

Chicago, Ill.

Grain Grading Scale

Designed in accordance with the suggestions of and supplied to the U. S. Department of Agriculture, Grain Trade, etc.



*Sensitive
Durable*

*Accurate
Rapid*

No. 6200

For Quick and Accurate Determinations of Wheat Grain, Oats, Rye, Etc., Etc.

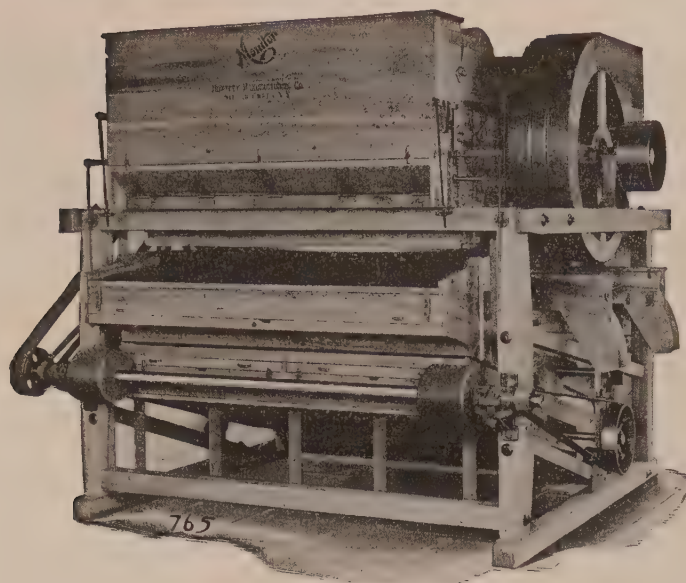
1. Test Weight per Bushel
2. Dockage
3. Weight for Moisture Test
4. Damaged Kernels

THE TORSION BALANCE CO.

New York Chicago San Francisco
92 Reade St. 228 N. La Salle St. 49 California St.

U MAY

find a grain elevator to your liking in the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago, Ill.; but, if you do not, you can surely find what you want by telling our readers your wishes thru our "Elevators Wanted" columns and thereby learn of some rare bargains which are not now advertised.



**LOCATION • new
FACTORY • modern
EQUIPMENT • complete**

**Prompt
Deliveries a
Speciality**

Now With No Extra Charge

All MONITOR Cleaning machines in sizes No. 6 to 15 inclusive, are now fitted with ALL STEEL FRAMES without extra cost to the buyer.

The ALL STEEL FRAME has proven so popular and the demand so great, that we have been able to reduce the cost on them to a point where they can be furnished, as above stated, without extra charge.

So, should you order a MONITOR No. 6 or larger size of Separator, Clipper or Scourer, it will be fitted with the ALL STEEL FRAME unless otherwise specified.

Just that much more for your money in a MONITOR machine. It's up to you to get the most possible for your expenditure.

Huntley Manufacturing Co.

Department B

(Formerly at
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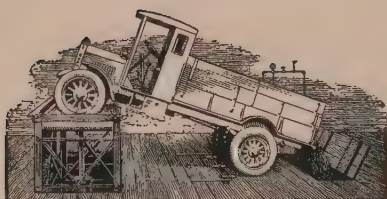
Tillsonburg, Ontario

"We handle 165 Loads easily —in less than 10 hours"



Greater ease, and quicker dumping are only two of the many advantages of a Kewanee All-Steel Truck Lift.

Farmers don't want to risk their wagons and trucks on rickety devices—and they won't wait around for their vehicles to be hand-dumped. Many users of Kewanee Truck Lifts have told us that *their Kewanee actually helps to bring business to them.*



Kewanee

All Steel TRUCK LIFT

When you install a Kewanee you get the finest truck dumping equipment made—regardless of price. You get such exclusive features as all steel construction; smoother roller bearing operation, and a compressor that's practically "fool proof."

Yet—as any users can testify—the total cost installed is never more, but is usually less than for any other reliable equipment.

Maida Farmers Elevator Company

DEALERS IN GRAIN AND FEED

A. L. Anderson, Manager

Maida, North Dakota

Kewanee Implement Company
Kewanee, Ills

Gentlemen:

We installed a Kewanee Truck Lift a year ago and now it seems we could never get along without it. This elevator handles from 250,000 to 400,000 bushels annually. Handling 80 loads a day is a big job if the loads are dumped by hand, but with our Kewanee we can, and have handled 165 loads in less than 10 hours, which means handling a load every 3½ minutes.

The strong, steel frame of the Kewanee which is set in and anchored to a solid concrete foundation, independent of the scale, insures strength, accuracy and safety.

Many loads come to this elevator in sleighs and we have been able to dump them with the same amount of speed without having to pay for broken parts on sleighs.

The air line, tank and compressor have not given us a minutes trouble, even when working at full capacity. Because of the construction of the tank we feel at ease at all times even though the pressure may get rather high.

Anyone considering truck dumping equipment should carefully investigate Kewanee.

Very truly yours

A. Anderson

MAIDA FARMERS ELEVATOR CO

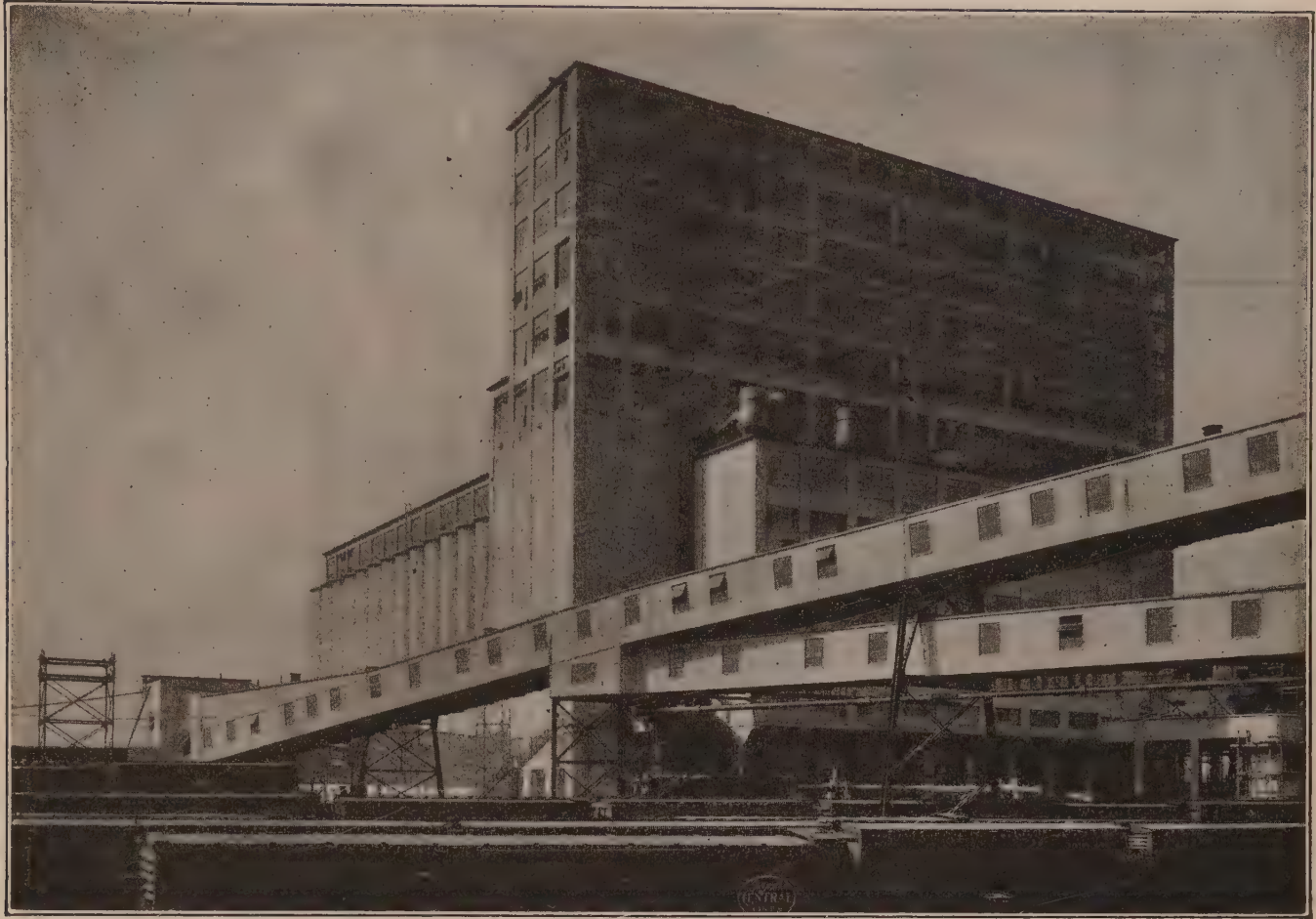
Manager

KEWANEE IMPLEMENT CO.,
1381 Burlington Ave., Kewanee, Ill.

Without obligation I would like blue prints and prices on your truck dumping equipment.

Name

Address



WEBSTER CONVEYORS

With a receiving capacity of 32 carloads of grain per hour, the B. & O. grain elevator at Locust Point, Baltimore, is probably the most modern and fastest grain handling plant in the world.

4,825 sets of Webster Troughing Carriers are in use in this elevator, making a total conveyor length of five miles. 28,000 pounds of grain are carried per minute at a speed of 800 feet per minute.

These Webster Troughing Carriers are of malleable iron with supporting angles of steel. They are simple and rugged and operate with exceptional smoothness.

The field of belt conveyor service is a vast one and requires expert knowledge in selecting the correct application for specific requirements. Webster engineers will gladly confer with you on this subject, without obligation.

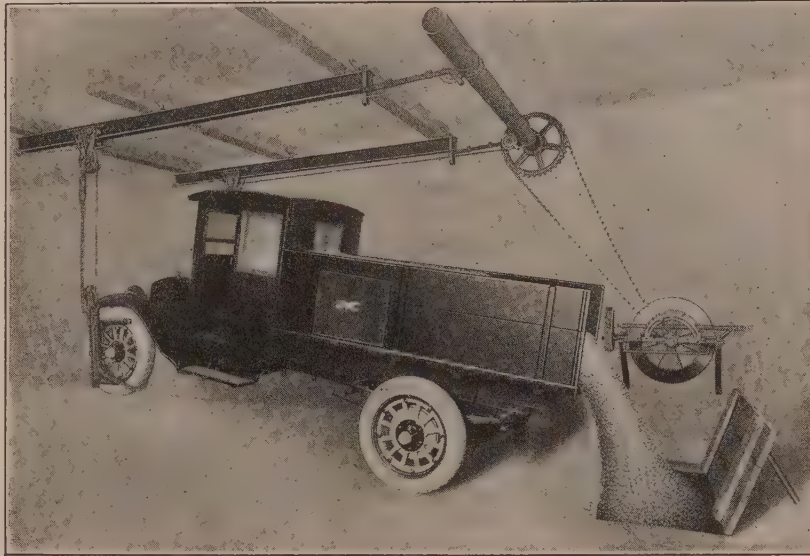
THE WEBSTER MFG. COMPANY

1856 North Kostner Ave.

CHICAGO

WEBSTER INGLIS, LIMITED, Toronto, Ont.

McMillin Wagon and Truck Dump



The Elevator Trade today demands equipment ready to handle any and all styles of vehicles, from the shortest, wide-bedded, long-coupled wagon to the largest sized truck. Are you taking care of the Farmers in the manner required, i.e. with Safety and Speed?

In other words:—Your dumping arrangement today means either Increase or Decrease in your business. It is up to YOU.

The McMillin Combination Wagon and Truck Dump makes it possible to do this. We have hundreds of them in use giving satisfaction.

Write for Descriptive Pamphlet.

L. J. McMILLIN, 525 Board of Trade Bldg., Indianapolis, Ind.



HOTELS OF HOSPITALITY

In Omaha, Neb.—Hotel Fontenelle
350 Rooms — 350 baths

In Lincoln, Neb.—Hotel Lincoln
250 Rooms — 200 Baths
\$1.50 to \$3.50.

In Sioux City, Ia.—Hotel Martin
350 Rooms — 300 Baths
\$1.75 to \$3.50.

In Cedar Rapids, Ia.—Hotel Montrose
300 Rooms — 250 Baths
\$1.50 to \$3.50.

In Sioux Falls, S. D.—Hotel Carpenter
175 Rooms — 100 Baths
\$1.50 to \$3.50.

And twelve others

Operated for your comfort by

EPPLEY HOTELS CO.

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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JAS. H. BROWN CO.

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CONCRETE ELEVATORS

Minneapolis, Minn.

MILLS

WAREHOUSES

L. J. McMILLIN

Engineer and Contractor of

GRAIN ELEVATORS

Any Size or Capacity

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CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

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Estimates Cheerfully Furnished

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Corn Exchange

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Specialists in
Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
and Economy of Operation

Estimates and information promptly furnished

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CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER
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Plans and Specifications Furnished

Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

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RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

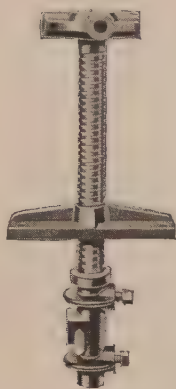
Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

*"If Better Elevators are Built
They will STILL be Youngloves"*

SPECIALIZING
Concrete Pits that ARE Waterproof

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Sioux City, Iowa

Box 1172
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FORM JACKS for Grain Elevator and Grain Storage Construction.

Accurately Machined.
Quick and Easy Operating
Positive Clutch.

Write for prices to

THE WESTERN IRON
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Wichita, Kansas



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Jacks and Steel Yokes

for Grain Elevator, Silo
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Manufactured and Sold by

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SPRINGFIELD, MO.

DESIGNERS

of Grain Elevators, Flour Mills

Feed Mills, Warehouses
and Industrial Buildings

HORNER and WYATT

Board of Trade Bldg.

Kansas City, Mo.

It Pays to Plan Before You Build

Minneapolis, Minn., Jan. 28.—I enjoy
the Grain Dealers Journal very much.—
J. O. Jones, Bartlett Frazier Co.

C. T. Stevens

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Use White Star Special Cups, made and shipped
only from the White Star Factory. Accept no
substitutes. These cups are hand riveted;
they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-
bearing boot on the market, to the best of our
knowledge.



FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation

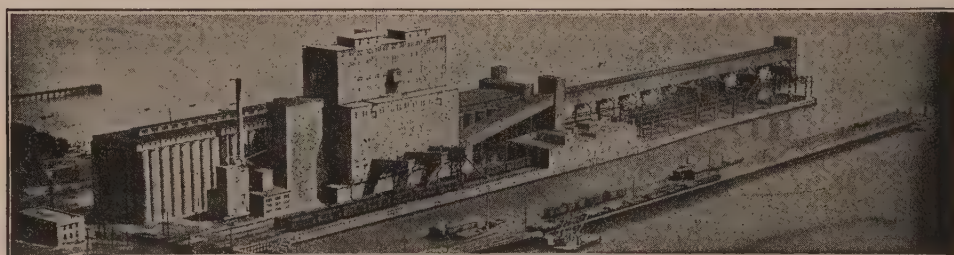


Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

W. R. SINKS,
PRESIDENT

FISHER BUILDING—343 S. DEARBORN ST
CHICAGO, ILLINOIS

THOMAS D. BUDD,
VICE PRESIDENT



One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

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Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 460 St. Helen Street, Montreal 837 W. Hastings St., Vancouver, B. C.
33 Henrietta Street, Strand, London, England



Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

The Most Rapid Grain Handling
Plant in the World

Constructed by

THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

The Long Bldg. - Baltimore, Md.
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FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont.

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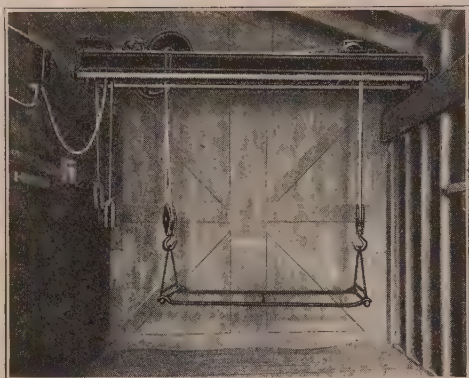
DESIGNED for the years
ahead—an advance we propose
to maintain.

N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

The Bender Electric Overhead Traveling Truck Dump



Price \$250.00

Its traveling feature allows for dumping wagons, long and short trucks—

Eliminates plant changes, not necessary to change pit openings, floors, etc. Continue to use present wagon log if you desire.

Installation consists of two 3"x12" timbers tied to side walls. Track may extend outdoors in short driveways.

Very Powerful—Safe. Recommended under Fire & Liability Insurance regulations.

For Unwired Plants

This dump may be obtained in our 6-volt job for unwired plants. Dump is equipped with 6-volt motor, 6-volt battery. A 6-volt generator is supplied which keeps the battery charged. Drop lights may also be used.

Just as powerful as those using other voltage motors. Sells at the same price.

THE BENDER HOIST MFG. CO.

609 So. 48th Street

Omaha, Nebraska



DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company

Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE—EFFECTIVE
INEXPENSIVE—EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars
Inquiries for Details Invited.

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A 100% Exterminator

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Grain Elevators--Seed Warehouses
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Non-Inflammable
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Sanctioned by Mutual Fire Prevention Bureau

Information Including Technical Papers on Request

INNIS, SPEIDEN & CO.

INCORPORATED
46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.
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2399 University Ave., W., St. Paul, Minn.
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.
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Territories are open for active responsible distributors

Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to sack grain, seeds, feed, etc.

You can eliminate losses
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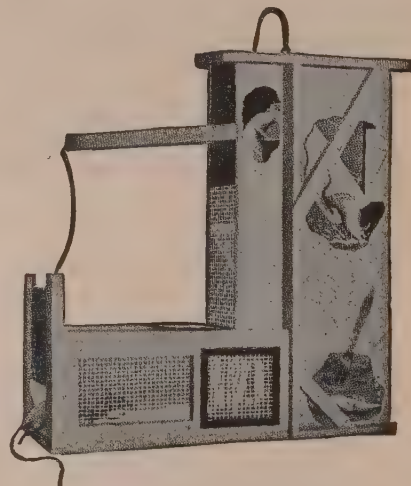


Automatic Rat and
Mouse Traps.

This Automatic Trap catches and kills by the wholesale. Each victim resets the trap for the next. Clean, sanitary and lasts for years.

It has made good under the most desperate conditions in thousands of elevators, seed houses, flour and feed mills. Endorsed by leading firms in all lines of business. Over 150,000 in use.

Write today for full
information



Each victim sets the trap for its followers

A. O. Automatic Trap Co.

630 Jackson Boulevard

Chicago, Illinois

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA
J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer
E. H. Moreland, Secretary



JULY FIRES

July has invariably been a month of many elevator fires. These losses are always heavy as houses are well filled and the owners are usually out of business for the rest of the season.

Carefulness in operation and a careful inspection of the elevator at closing time will avoid many disastrous fires during July.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
INDIANAPOLIS, INDIANA

J. J. Fitzgerald
Secretary-Treasurer
Indianapolis, Ind.

C. R. McCotter
Asst. Secy. and Western Mgr.
Omaha, Neb.

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

Selection of Risks

is essential to the security of an insurance company.

Selection of an Insurance Company

is just as essential to the security of an assured.

The "MILL MUTUALS" fulfill the most rigid requirements.

Write your insurance company or this office for details.

Mutual Fire Prevention Bureau

230 East Ohio Street

Chicago, Illinois

*If
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Handle
Coal*

It will pay you to become a regular reader of

THE RETAIL COALMAN

and learn what successful retailers are doing to make their business more profitable. A newsy, snappy magazine full of practical ideas and suggestions that will make you money.

Send \$1.50 for a year's trial subscription. Your money cheerfully refunded if not entirely satisfied.

THE RETAIL COALMAN

1223 Monadnock Block

Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

KANSAS—10,000 bu. iron clad elevator, fully equipped, located Keighley, Kansas. Address Craig Grain Co., Wichita, Kansas.

IOWA—25,000 bu. cribbed elevator, feed mill and coal business. Doing over \$100,000 annually, mostly retail. Owner wishes to retire. 60K7, Grain Dealers Journal, Chicago.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

OKLAHOMA—15,000-bu. elevator, modern equipment, electric power, Stone Air Dump; large warehouse; private track, two main line RRs and one branch; old established business in town of 1,800. No incumbrances; terms. Write C. F. Prouty, Oklahoma City, Okla.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 5926, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

WISCONSIN—Elevator, five coal sheds, two hay warehouses, large potato house fully equipped with machinery, two storage houses, a seed and feed warehouse; all in good condition; located in good town. Also large brick potato house at Clintonville, Wis., 25 car capacity, with hay house attached. If interested, write Niebuhr & Son, Fall Creek, Wis.

TWO ELEVATORS FOR SALE.

One 15,000 bu. and one 20,000 bu. capacity located at Bay City and Hager City, Wis., six miles apart on the Burlington Ry., can easily be operated under one management; 15 hp. gas engine, dump scale and clipper cleaner at Bay City, and two hopper scales and 25 hp. gas engine at Hager City, all in good running condition. Good points for seed farm implements, flour and feed, splendid opportunity for right party. Reason for selling is, retiring from grain business. For further particulars write C. J. Swanson & Co., Stockholm, Wis.

FOR SALE.

One grain elevator and mixed feed plant equipped to manufacture mashes, scratch and dairy feeds.

Two modern coal silos with Godfrey unloading equipment, practically new. Additional coal storing sheds and yards.

Located in Yellow Springs, Greene Co., Ohio. One of the most prosperous, most fertile and thrifty localities.

All buildings on our own land, comprising length 435 ft., width 80 ft. to 212 ft.

Pennsylvania side track paralleling the entire property.

Main street of the town crossing the end.

Enjoying a splendid business, a fine opportunity for an aggressive, up-to-date man.

Present owner is not engaged in this class of business and wishes to dispose of it.

THE NATIONAL FEED MILLS CO.
YELLOW SPRINGS, OHIO.

ELEVATORS FOR SALE.

ILLINOIS—30,000 bu. elevator at Block, Ill., on the C. & E. I. R. R. Price \$6,000.00 cash. Address A. G. Cole, Sidney, Ill.

CENTRAL NEBRASKA—50,000-bu. cribbed elevator for sale with feed mill in connection, also warehouses. Good grain belt, priced right. L. M. Gietzen, Columbus, Nebr.

ILLINOIS—Grain elevator handling 200,000 to 300,000 bu. annually; \$12,000; terms; no competition. W. W. Reichard, Urbana, Ill.

TERRE HAUTE, IND.—Million and quarter bushel terminal elevator, Big Four track capacity 150 cars, formerly used by Paul Kuhn & Co. Vigo Elevator Co., Terre Haute, Ind.

INDIANA—15,000 bu. cribbed elevator, well equipped, electric power, good location and no competition. Address 60K11, Grain Dealers Journal, Chicago, Ill.

KANSAS—10,000 bu. elevator at Blakeman for sale; modern equipment; good territory and good crop outlook. Price \$5,000. Write F. S. Miller, Ludell, Kansas.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

MILLS AND ELEVATORS FOR SALE.

NEW YORK—Up-to-date flour mill with 6000 bu. elevator and two storage buildings on track for sale for \$14,000; a bargain, two good years will pay for entire outfit. Write 60L10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M Maguire, 6440 Minerva Ave., Chicago, Ill.

WILL SACRIFICE FOR QUICK SALE

2 very desirable Water Front Properties on slips, dock frontage good, close to mouth of harbor at Superior, Wisconsin. Address 61N10, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITY WANTED

WANT TO BUY feed and grain business. What have you to offer for cash? Write Eberts Grain Co., 25 Board of Trade, Louisville, Ky.

BUSINESS OPPORTUNITIES.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SITUATION WANTED.

WANT to buy Nebraska wheat in car lots direct from elevators for some big mill, salary or commission. Ray Frederick, Aurora, Nebr.

POSITION WANTED as elevator manager; have had 15 years' experience; can give good references and come at once. Address Everett W. Cox, 408 N. Walcott St., Indianapolis, Ind.

WANTED—Position as manager of grain business; 30 years experience, 18 years in business for myself; best of references; familiar with sidelines. Have sold out my business and can accept position at once. Address 60L5, Grain Dealers Journal, Chicago, Ill.

RESULT PRODUCING Farmers Elevator manager with 16 years' successful record desires position with good company. Good grain man and accountant; experienced in all side lines; good mixer with public; Illinois or Indiana preferred. Address 61N11, Grain Dealers Journal, Chicago, Ill.

MARRIED MAN, 41 years old, thoroughly experienced in the grain business, desires a position either as a solicitor or superintendent of a line of elevators; have been nine years with present employer and can furnish best of references. Address 61N2, Grain Dealers Journal, Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

ASSOCIATE MANAGER of an old established business handling grain, seeds, feed, coal and lumber, located in best agricultural section and county seat town of 5,000 population in central Kentucky. Want experienced business man who has ability to get business and produce profit. Give references and full particulars regarding self, experience and past employment, and state salary expected. Clell Coleman & Sons, Burgin, Ky.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

SCALES FOR SALE.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE.

One 500-bu. Howe rebuilt hopper scale.
1-bu. Sonander bagger or contin. weigher.
6-ton and 10-ton Fairbanks wagon scales.
10-ton Howe motor truck scale at a bargain.
Tell us your needs. We also carry grain scoops, grain testers, grain tryers, car sampler, car movers and trucks. Send us your inquiries.
HOWE SCALE COMPANY
512-514 St. Charles St.
St. Louis, Mo.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

ENGINES FOR SALE

FOR SALE—One 20 hp. Randells steam engine and one 20 hp. Brownell engine, both in good condition. Address Uniopolis Grain Co., Uniopolis, Ohio.

FOR SALE—One 15 hp. Fairbanks-Morse Type "Z" Oil Engine, in good condition. Price \$50.00 f. o. b. Douglas, Okla. Write Farmers Co-op. Elevator Co., Douglas, Okla.

FOR SALE—50 hp. Worthington Semi-Diesel Crude Oil Engine, just like new, used but very little and in A-1 condition. Have installed a 100 hp. engine in its place. Write C. C. Crawford, Ida Grove, Iowa.

PARTNER WANTED.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

WHEAT, CORN, AND BRAN WANTED—No. 1 milling wheat of southwest, good quality winter wheat of other states; quote prices f. o. b. your track; quote bran and corn, Philadelphia rate points. State whether shipment inside of 20 days or from 20 to 40 days; subject to our wire acceptance. Address Fickes' Grain Industrial Exchange, Mechanicsburg, Penn.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill.
ALFALFA HAY for sale. Write for delivered prices.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Purchase and Sale Contracts give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Shipping Notices Duplicating: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

Confirmation Blanks, Triplicating, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

Clark's Car Load Grain Tables: The eighth edition is the most complete table for reducing carload weights to bushels published. The tables show reductions by 50-pound breaks as follows:

20,000 to 107,950 lbs. to 32 lb. bushels.
20,000 to 74,950 lbs. to 34 lb. bushels.
20,000 to 96,950 lbs. to 48 lb. bushels.
20,000 to 118,950 lbs. to 56 lb. bushels.
20,000 to 118,950 lbs. to 60 lb. bushels.

Bushels are printed from bold faced type in black ink; pounds in red, on heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.

Railroad Claim Banks require little of your time for filing and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase returns and expedite settlements by facilitating the proving of claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

Form B—Loss in Market Value Due to Delay in Transit.

Form C—Loss in Quality Due to Delay in Transit.

Form D—Loss in Market Value Due to Delay in Furnishing Cars.

Form E—Overcharge in Freight or Weight. These claim blanks are printed on bond paper, bound in books of 100 originals and 100 duplicates, with two-page index and summary, instructions and four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of claim to be followed up. The five forms are well bound in three books:

411-A Contains 100 sets all Form A.
411-E contains 100 sets all Form E.
411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.
Each book weighs 2 lbs. 1 oz. Price \$2.00, f. o. b. Chicago.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

Bargain Sale in Soiled and Shelf Worn Books.

Grain Shipping Ledger gives complete information therefrom. 1 copy soiled—printer's sample. Price \$2.00 f. o. b. Chicago. Order "Special 24."

One Railroad Claim Book containing 100 sets of blanks for reporting losses in weight and overcharge. Order 411-5, Special. Price \$1.25 and postage.

One Market Record Blank for hourly record of market prices. Printed on bond paper and bound in books of 60 sheets with heavy press-board covers, size 9½x11½ inches. Order Special 97-5. Price 50c. Weight 14 ozs.

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

One Receiving and Stock Book, a daily record of receipts, facilitates determination of total amount of each kind of grain on hand, 200 pages, ruled and printed on ledger paper, spaces for 4,000 loads of grain. Regular price \$3.00. This slightly soiled copy will be sold for \$2.00 plus postage and insurance—weight 2½ lbs. Order 321, Special.

One Clark's Decimal Grain Values save time and money and prevent errors; four sets of tables contained in one book, 96 pages, printed on heavy linen ledger paper, bound in cloth, half keratol, size 8½x11½ inches. Order Special 35. Price \$3.00, only slightly shelf worn. Weight 1½ lbs.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

GRAIN TABLES DIRECT REDUCTION

Reduce any weight of grain from 600 to 6590 pounds, by 10-lb. breaks direct to bushels. The pounds are printed in heavy faced type, and the reductions to bushels are shown directly beside the corresponding number of pounds, so it is impossible to get the wrong reduction when reading. Printed from large type on card-board, size 10½x12½ inches, and sold only in sets as follows:

FORM 4560 DR—For reductions to bushels of 45, 48, 50, 52 and 60 pounds, and 60 pounds with dockage for dirt at 1, 2, 3 and 5 lbs. per bushel, nine tables printed on five cards. Price 50 cents.

FORM 3280 DR—For reductions to bushels of 32, 33, 35, 56, 56 with 1 lb. reduction for dirt, 68, 70, 72, 75 and 80 lbs., ten tables printed on five cards. Price 90 cents.

GRAIN DEALERS JOURNAL
305 So. La Salle St. Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm _____

Capacity of Elevator _____

Post Office _____

State _____

MACHINES FOR SALE.

FOR SALE—Several brand new Monitor, 1000 bu. capacity, separators at bargain price, to move quick. Address 61N13, Grain Dealers Journal, Chicago, Ill.

ELEVATOR EQUIPMENT FOR SALE

Grain Elevator at Pier B, Port Richmond, having been replaced by a modern concrete plant, is being dismantled. Entire equipment priced to insure quick sale. Write us your wants. F. Jaspersen, Manager, The Philadelphia Grain Elevator Company, Port Richmond, Philadelphia, Pa.

USED MACHINERY FOR SALE.

One Williams No. 5 Roller Knife Shredder; one No. 1 Jay Bee Grinder; one 30" Bauer Belt Driven Attrition Mill; one 30" Cogswell Double Pulley Attrition Mill. Send for new list of crushing and grinding machinery.

CONSOLIDATED PRODUCTS CO., INC.,
14-17 Park Row New York City

FOR SALE.

One 22" Sprout Waldron ball bearing attrition mill, belt driven, good as new, best offer takes it; one Eureka wheat cleaner, 1,250 bu. capacity, good condition, \$75.00; 80-h.p. H. S. & G. boiler steel casing setting, 25-h.p. engine, left hand side crank; H. S. & G. 40-h.p. Atlas engine, left hand side crank. All in good condition, best offer takes them. A. B. Martin Grain Co., Sweetser, Ind.

REAL BARGAINS.

Prompt Attention. Quick Shipments.
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

MACHINES FOR SALE.**FOR QUICK SALE.**

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.,** Winona, Minn.

BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. **Standard Mill Supply Company,** 502 Waldheim Bldg., Kansas City, Mo.

FOR SALE—One 25 hp. Atlas Steam Engine, pump and connections, in good running order, \$25.00 f. o. b. Gadsen, Ind.; one 20" Monarch belt driven attrition mill good as new—rebuilt last year, \$75.00 buys f. o. b. Gadsen, Ind. **Goodrich Construction Co.,** Winchester, Ind.

NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weiler 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire **STANDARD MILL SUPPLY COMPANY,** 501 Waldheim Building, Kansas City, Mo.

MACHINERY BARGAINS

One Hughes slow speed hammer mill (less danger), more screen surface; No. 4 J. B. Hammer Mill; small Gruendler; 24" motor driven Monarch, 24 motor driven Monarch attrition mills; 1000 lb. Hughes Vertical Batch Mixer; Middlings Mills; Molasses Feeder; Molasses tank; Monitor Grain Cleaner; 2 ton Freight elevator; one Humphrey Elevator; a few large elevators; elevator boots and heads, belt and buckets, dust collectors; 50 bbl. Midget Mill. Everything for the elevator and feed mill. Write your wants. **A. D. Hughes Co.,** Wayland, Mich.

MACHINES WANTED.

WANT TO BUY used air blast car loader. Address 61N12, Grain Dealers Journal, Chicago.

WANTED—One six section N & M square sifter approximately 300 square feet of cloth surface. Must be in first-class condition and priced right. Address 61N14, Grain Dealers Journal, Chicago, Ill.

INFORMATION BUREAU.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

10,000 SHIPPERS
Are now using

TYDEN
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
617 Railway Exchange Bldg., Chicago, Ill.

Say you saw it in the

Journal

When you write our advertisers
Thanks

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9¼x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9¼x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$3.00.

Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9¼x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3¼ lbs. Order Form 14AA. Price \$3.75.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9¼x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

Grain Dealers Journal

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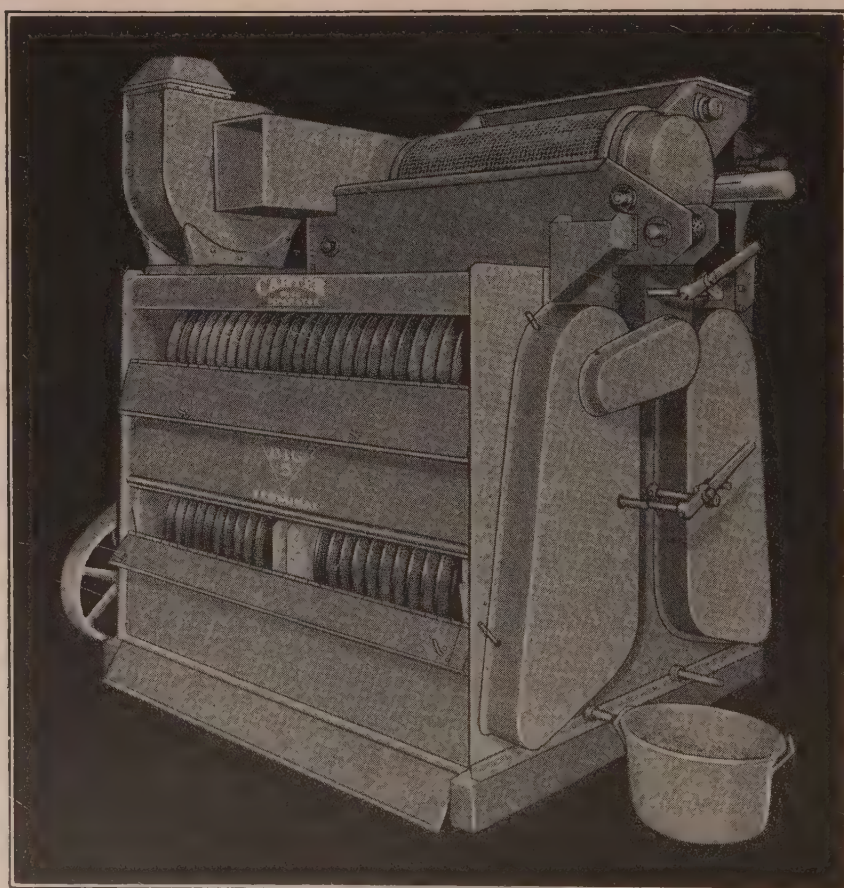
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GRAIN DEALERS JOURNAL

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Charles S. Clark, Manager

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QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JULY 10, 1928

A BATCH MIXER in the elevator doing a feed grinding business helps to hold patronage.

WITH a 3,000,000,000-bushel crop of corn forecasted, dealers in the belt are promised an opportunity to do a profitable season's business.

CLAIM papers are sometimes lost by the railroad companies and for most purposes copies will serve the purpose, while the originals repose safely in the grain shipper's vault.

THE GRAIN buyer who can persuade his farmer patrons to wait a half day longer after a rain before using the combine will be well rewarded in the quality of wheat hauled in to his elevator.

SHORT WEIGHING of farmers' wagon loads is damaging to a dealer's reputation and brings an unfavorable reaction in many directions. Some farmers will haul to the competing elevator, and farmers who are dishonest will not hesitate to resort to sharp practice to get even, considering such a buyer fair game.

SUPPLEMENTARY FEEDS for balancing the home grown ration have a special appeal in the modern trend of feed manufacturing as stated by one of the speakers at the meeting of Indiana dealers. It is a recognition that the farmer can save much in freight charges by purchasing just what he needs instead of the complete balanced commercial feed required by dairymen and stock raisers who grow no feed.

FAILURE to reply to a letter from the Ass'n Secretary suggesting that a difference be composed or arbitrated stamps the offender as unworthy the confidence of other dealers in or out of the Ass'n.

LOADING a car nearer the roof than 24 inches is condemned in resolutions adopted by the Indiana Grain Dealers Ass'n, as leaving the hazard of grain going out of condition on the shipper until unloaded.

SPONGING on allied interests to support their association will not be practiced by the National Ass'n of Retail Grocers, who at their recent New Orleans convention decided that in the future no associate members can join.

PAYING protein premiums to producers may be good practice if you *know* the wheat will command the premium in the central markets, but do not overlook the fact that many country shippers who expected pleasing premiums on last year's shipments were deeply distressed by disastrous discounts.

THE SUPPLY of grain sacks will be increased if the proposition of the railroads to refuse to accept shipments of flour in second hand bags be put into force. In Docket No. 34 of June 13 the Consolidated Classification Com'te proposes to restrict the use of second-hand sacks to grain bags only.

EDUCATION of the consumer of seeds to understand that seed of quality is worth more money was stressed at the recent convention of the farm seedsmen at Chicago. It is not sufficient that officials and educational agencies understand the value of better seed. The consumer must be taught to be a more discriminating buyer.

NEBRASKA will have to be numbered in the organized territory since besides the opportunity of coming under the wings of the Kansas Grain Dealers Ass'n and the Western Grain Dealers Ass'n the grain shippers of the state now have their own "Nebraska Ass'n of Grain Elevator & Mill Operators," organized June 29 at Lincoln, as reported elsewhere.

FALSE BILLING of grain by understating the weight or by describing the contents of the car as of a kind taking a lower rate leaves the shipper subject to a fine of \$5,000 under the federal laws. The penalty is so great it does not pay to take a chance, and any shipper who undertakes to make a practice of underbilling is almost certain to be found out eventually.

MERGERS of mills and of grain companies do not threaten dominance of either the milling industry or the grain business. The new mill merger is large, it is true, but it will control only a fraction of the country's milling capacity. The founder, now dead, of the elevator company now absorbing the leading commission firm in the northwest himself had the distinction of owning more elevators and grain warehouses than any other individual in the world's history. The personnel retained for the management of the new consolidations assures their continued operation under the highest standard of ethics.

CRITICISM of the Federal Reserve Board's manipulation of the money market by purchase and sale of securities in the open market is an example of what to expect if the government tries to fix the price of wheat for the farm relievers. Arbitrary control, no matter how well intended, breeds dissatisfaction.

GRADE STANDARDS unvarying from year to year are advocated for Canada, and unquestionably would help foreign buyers in making early purchases of a new crop. With fixed standards there could be no complaint as at present that the No. 1 northern Manitoba of 1927 was not as good as that of 1926, and that 1926 No. 1 was not as good as that of 1925.

ADVANCING money to farmers may have been a legitimate practice in the good old days when there were few banks. In these prosperous times when every cross-roads hamlet has its bank there is no longer good reason for the grain buyer to usurp the functions of the banker. One good reason for the grain dealer to quit advancing money is that he is expected to charge no interest, which is a losing proposition, while the banker can charge what it is worth. It is his business.

DELAY in reinspection of grain will bear watching after a damp harvest. The knowledge that grain may be deteriorating in the car after the first grading may tempt buyers to delay the reinspection at the elevator on cars too full for inspection. It is advisable not to load cars with damp wheat or if the condition of the grain is suspected it is best not to load the car too full for inspection, and thereby avoid giving the buyer an opportunity to call for reinspection on unloading at the elevator.

PROPAGANDA carried on by interests which profit by keeping farmers ignorant of crop and market conditions, is the charge made by the com'te on organization and policy of extension directors in its recent report bolstering up its invasion of the newspaper field. In the grain business the reverse is the truth. The grain exchanges for many years have been industriously gathering market and crop information and disseminating it to the public generally. In no instance has market information been reserved for their members only.

THE LIABILITY of the manufacturer of feeds and foods to the ultimate buyer for damages due to foreign substances does not exist under the established and proper interpretation of law, there being no privity of contract; and such decisions as that of the Court of Appeals of Ohio published elsewhere holding the manufacturer liable directly should be resisted. The consumer's claim is against the person from whom he purchased and the latter, who, whose the source of supply, should have recourse against the manufacturer, only when the foreign substance was introduced prior to delivery to the retailer. Retailers, naturally, will, as a class, discontinue buying from manufacturers who do not come to their aid with legal defense and pay the judgment, and we will have the same ultimate result of the manufacturer being liable, without straining the law, as the Ohio court admits doing.

SINCE the grain door problem has become better understood fewer inventors are rushing to the patent office with their ideas. The problem is still with us, however. It will be encouraging to would-be inventors to learn that the railroad officials having charge of grain doors are confident that in course of time some one will invent a practicable door. Shippers as well as men employed in carloading who hit upon a good idea for a grain door should reduce it to practice or pass the plan on to some one who will.

THE fruits of the political conventions recently held leave it doubtful whether any alleged "farm relief" legislation will be enacted. The most that the farm relievers have obtained is a pledge to "an earnest endeavor to solve the problem of the distribution of the cost of dealing with crop surpluses over the marketed units of the crop." This is an admission that it is indeed a problem, and the pledge can not be twisted into an indorsement of the equalization tax. And without the tax no bill will be supported by the compulsory poolers.

SITES on the right of way of a railroad company are dear as a gift. The complaint by one Indiana shipper in "Asked-Answered," this number, is an example of the treatment a shipper may expect when he has been forced to sign one of those cut-throat leases placing on the owner of the elevator all liability for damage due to negligence of the railroad company's employes. When the injured owner presented a bill for \$34.69 for replacing siding torn off by a string of box cars the claim agent thrust the agreement in his face and refused to pay one cent.

STOVEPIPING a car is an outright fraud on the buyer. Uneven loading is less reprehensible; but the shipper who understands his business and has the facilities can put the off grade stuff into the car and get away with it if there is enough good grain to carry it. The secret is thoro mixing before loading into the car, so that the sampler will get the same sample wherever he pokes his trier. All inspection departments have the same rule to grade grain down to the lowest found in the car, but the well mixed load can not be graded down lower than the average.

PROTEIN TESTING by the grain buyer himself is an idea that has occurred to many others besides the correspondent inquiring in "Asked-Answered," this number, how to go about making the tests and what are the materials necessary. On account of the manipulative skill needed and the cost of the equipment, it is inadvisable for the dealer to do his own protein testing, in the present state of the art. By making up samples of each different sort of wheat grown tributary to his elevator, and particularly samples fairly representing the bulk of the grain that he will have offered to him, the buyer can get along with comparatively few tests by a commercial laboratory specializing in protein testing, and still have a fair knowledge of the protein content of his crop. The earlier in the crop movement such tests are made the more valuable they are.

DOCKING light weight wheat heavily is a protection to the buyer and when based on the weight shown by the tester kettle is fair to the grower. Unless the grain dealer buys his grain right he can never expect to come out whole at the end of the crop season.

SMALL VESSELS have been driven out of the lake grain carrying trade by the federal seaman's law placing burdens on the owners operating between domestic ports. Lake vessel agents feel this loss of a facility employed in former years to move small lots of grain.

ORGANIZED central markets are so jealous of their repute that no one can remain a member who does not give shippers to that market a fair deal. Shippers who trade only with the central market buyers can always get an arbitration of a difference, which is not the case when dealing with a non-member. The bait in the form of $\frac{1}{4}$ to $\frac{1}{2}$ cent more coming from a new buyer at some interior point may be only the preliminary to unwarranted demands for discounts based on alleged off grading.

INEFFICIENT MANAGEMENT was the cause of 72 per cent of the failures of co-operative ass'ns, according to the government report on "Agricultural Co-operative Ass'ns," published elsewhere in this number. The same authority lays only 2 per cent of the failures to unfair competition. If it is true that the failures due to unfair competition are so negligible why cumber the statute books with new anti-discrimination laws? If the analysis of inefficient management had been carried a little farther it would have disclosed that much of the incompetence shows itself as overbidding.

Fumigation Hazard Avoidable.

The proprietors of the elevator at Millard, Kan., may consider themselves fortunate that no lives were lost as the consequence of fumigating the house with bisulfid of carbon. The explosion that wrecked the elevator June 13 is reported elsewhere.

The fire and explosion hazard always accompanying the use of bisulfid of carbon has been known and appreciated since this liquid first came into use forty years ago. For many years bisulfid of carbon was the only fumigant used in elevators where its quality of penetrating downward thru masses of grain in the bins made it valuable. For the lack of something better its use was permitted until about 10 years ago when the mutual fire insurance companies inserted a clause in the policy form reading:

"This policy shall be void if the assured does now, or hereafter keep, use or allow bisulfid of carbon in any of the buildings described in this policy."

Cleanliness is the best preventive of insect infestation. A cleaning machine will pull most of the insects out of grain.

The newer fumigant, chloropicrin, developed as a war gas, is the ideal grain insecticide, and as it is now generally available, no one need incur the fire and explosion hazard due to the employment of bisulfid of carbon.

A WHOLE CARLOAD of grain is sold at a forced discount on account of one small pocket of grain mixed with dirt and broken particles of grain. The fine dirt and some moisture combine to cause heating and on account of the packing of the mass the heat cannot radiate away. The cure for this is to blow the grain well before loading. It will pay.

ONE of the few cases where a farmer has been given judgment for weed seeds in grain purchased for seed, and which befouled his land, is published elsewhere, and it is significant that no mention is made of the "disclaimer" employed by seed houses to protect themselves from unreasonable demands. In this case if the farmer had bought from a regular seed firm instead of from a milling company the disclaimer used would have called his attention to the importance of buying seed from a firm enjoying a reputation for quality seeds, since with the disclaimer in force the buyer's only protection is the reputation of the seed house.

Publicity of Grain Future Trading.

In compliance with the request by the Millers National Federation expressed in a resolution formally adopted, the U. S. Grain Futures Administration has inaugurated daily announcements of the "open contracts" in effect at the close of each day's trading. Hitherto these figures have been given out only after the close of each month, too late to have any value to traders.

It is typical of bureaucratic compilations of statistics that their publication should be delayed until their value has been lost. It is so with the figures showing the volume of transactions. To be of assistance to traders the figures should be made public in the afternoon or at the latest before the opening the following day, even tho incomplete.

The intervention of the government in the compilation and publication of these statistics is unnecessary and undesirable. The maintenance of the offices and the personnel of the Grain Futures Administration is a useless burden on the taxpayers. Reporting the volume of trading would seem to be a natural function of the Board of Trade Clearing House, which could give out the figures promptly and without cost to the public, and without the present key number system used by the Department of Agriculture to spy on the individual.

In this connection it is hoped that the suit by a few leading Board of Trade firms to have the Government enjoined from requiring reports of individual trading will be pushed to a successful conclusion, so that the individual's right to secrecy of his private affairs may be preserved.

As to the advisability of the Board of Trade inaugurating a system of daily announcements of volume of trade as on the Stock Exchange instead of leaning upon the Government for this service, we would quote W. D. Jamieson, who in an address to the Conference of American Executives said:

Mark this, if your (trade) association fails to have your line of business; begin doing what it should do, then sooner or later this government will begin absorbing your legitimate activities. And when it once takes hold you can scarcely ever make it let loose.

Damages for Impurity in Seed Oats.

The Supreme Court of Oklahoma on May 29, 1928, denied the Ponca City Milling Co. a rehearing of the suit against it by Jasper T. Krow, who got judgment for \$650, the full amount sued for, in the district court of Pawnee County, for damages on account of Johnson grass seed being mixed with seed oats.

The lands of Krow became infested with Johnson grass and he had to expend \$650 to rid his premises of the nuisance.

In plaintiff's petition he pleaded liability upon two causes of action, one upon a statutory obligation imposed by the provision of article 11 of chapter 20, C. O. S. 1921, entitled "Agricultural Seed," and the other upon a warranty of the seed oats purchased.

The court said: There is evidence in the record that when plaintiff first inquired of defendant about the seed oats it was made plain that he wanted the oats to plant, and that he did not want oats adulterated with Johnson grass seed. There is evidence to further show that the oats they bought were so adulterated. That question was submitted to and disposed of by the jury, and there is no rule of law better settled in this state than that, when disputed questions of fact are submitted to the jury, the jury's verdict and the judgment rendered thereon will not be disturbed on appeal if there is any evidence reasonably tending to support the same.—267 Pac. Rep. 629.

Directors Not Liable as Guarantors Unless So Intended.

The Supreme Court of South Dakota on June 4, 1928, decided against the Healy-Owen-Hartzell Co., of Minneapolis, Minn., and in favor of the directors of the Bonilla Equity Exchange, Bonilla, S. D., in a suit brought to recover a balance due the commission firm after the Exchange went into receivership.

The commission company made advances to the Equity until owed \$55,000, and then on Nov. 12, 1920, had an agreement drawn up, reading as follows:

The signers hereof, in consideration of the promises and agreements herein, promise and agree:

That Healy-Owen-Hartzell Co., hereafter called commission merchant, will advance money and otherwise give credit to Bonilla Equity Exchange, owner and operator of a grain elevator at Bonilla, S. D., county of Beadle, state of South Dakota, hereafter called elevator company, from time to time, during the life of this contract, as said commission merchant may deem necessary or advisable. The said elevator company shall, during the continuance of this contract and of any indebtedness to the commission merchant, consign and ship to the commission merchant for sale by it, * * * 100 per cent of all grain purchased by the elevator company and shipped from its said elevator.

The court said: Appellant contends that the contract is a plain, clear, unambiguous promise of guaranty of the debt of Bonilla Equity Exchange by four individuals. Respondents contend, first, that they signed the contract as directors of Equity Exchange to give validity and effect to the lien on the elevator and its contents; or, second, if the instrument so signed by them was of a different purport, they were entrapped by the fraud and design of plaintiff into signing it.

An inspection of the contract discloses that the names of the four respondents nowhere appear in the body of the instrument. In striking contrast appears, with all the force of double-spaced lines and ten-point capitals, the name of Healy-Owen-Hartzell Co., and, plainly stamped in blanks left for that purpose, the name of Bonilla Equity Exchange; all this in a printed contract form prepared by plaintiff which clearly binds the elevator company to ship to the commission merchant the 30,000 bus. of grain then in storage and to ship all grain thereafter purchased with moneys advanced by the commission merchant, and which clearly gives to the commission merchant a lien on said elevator and all grain purchased by the elevator company as security for all indebtedness due the commission merchant.

Would such an instrument be valid to create a lien on all the tangible assets of the elevator company for the security of a past-due debt if merely signed by its president and secretary pro tem? Appellants, relying on section 545, R. C. 1919, and Kessel v. Murray, 197 Iowa 17, 196 N. W. 591, 33 A. L. R. 1346, contend that the signatures of respondents were not necessary to the validity of such a lien. However, in T. E. Wells & Co. v. Sharp (C. C. A.), 298 F.

393, an appeal from the district court of this state, also involving a chattel mortgage on two elevators, the court said:

"The mortgaging of property to secure a past-due indebtedness is certainly not an act done in the usual course of current business. It is a first step to what generally terminates in bankruptcy and destruction of the business. We cannot give our assent to the exercise of such potentially destructive power by a chief executive officer of a business corporation without authority of the board of directors or stockholders themselves."

While the evidence as to the circumstances surrounding their signature was conflicting, it amply supported the findings made by the trial court; and, inasmuch as the court found that respondents signed said instrument only in order to give validity and effect to said instrument as a lien, no useful purpose would be served by considering whether the representations made to obtain such signature were fraudulent.—219 M. W. Rep. 791.

Bank Carrying Out Instructions Not Liable.

The Stratford Grain & Supply Co., of Stratford, Ia., shipped grain to the North Iowa Grain Co., of Mason City, and drew a draft on the North Iowa Grain Co. for \$1,425.22, ordering payment to the Farmers Savings Bank of Stratford. The Stratford bank indorsed the same to the Iowa National Bank of Des Moines, which latter sent the same to the City-Commercial Savings Bank of Mason City for collection, accompanying by a statement referring to this draft, saying, "We inclose for collection and remittance in Chicago, New York or Des Moines exchange." On receipt thereof, the City-Commercial Savings Bank made collection on the sight draft. It was presented at the First National Bank of Mason City, where the North Iowa Grain Company had a checking account, and was paid by the First National Bank, and the City-Commercial Savings Bank issued a draft for the collection drawn on the Hanover National Bank of New York City, and forwarded the same to the Iowa National Bank. Before this New York draft was paid the City-Commercial Savings Bank of Mason City went into the hands of a receiver, who directed the New York City bank to refuse payment of the same. The New York City bank had on hand to the credit of the City-Commercial Savings Bank a sum in excess of \$7,000, over and above the outstanding drafts, on the date the receiver notified the New York bank not to honor any outstanding drafts, and there was returned, from the New York bank to the receiver the sum of \$12,083.79.

The Stratford Grain Co. filed its claim in the receivership for the amount of such sight draft in due form and within the time required by law, claiming preference for said claim.

The district court of Cerro Gordo County allowed this preference. The receiver objected, and the Supreme Court of Iowa on May 15, 1928, reversed the decision, saying:

There can be no question under our holdings that the City-Commercial Savings Bank was the agent in the collection of this sight draft, but, as heretofore shown, the instruction accompanying the sight draft was to collect and remit in Chicago, New York, or Des Moines exchange. In our recent holdings we have held that where the instructions to the agent are of this character and the draft representing the collection is issued as directed in the letter of instructions, that the duties of the agent are completed under his instructions, and that so far as the funds in the hands of the agent are concerned, they being commingled with the other funds of the bank, the trust relation ceases and no preference is allowable under such circumstances. Leach v. Battle Creek Savings Bank, 202 Iowa 875, 211 N. W. 527; Leach v. Iowa State Savings Bank of Atlantic, 202 Iowa 894, 211 N. W. 517; Valentine v. Andrew, 203 Iowa 463, 212 N. W. 674. Under this line of cases the Stratford Grain Co. was not entitled to a preference and was properly classified by the receiver as a general claimant, and the district court erred in allowing this claim as a preferred claim.—219 N. W. Rep. 496.

Houston, Tex.—The Danish Steamer Pacific left here July 2 with 500 tractors bot by Am-Deurtra, the agent for the agricultural machinery and implement business of Russia. The tractors will be used for wheat production.

Demurrage Offset by Delay in Furnishing Cars.

The United States District Court on May 11, 1928, in the Fourth Minnesota District, gave a decision against the C. & M. & St. P. Ry. Co. in its suit against the Pioneer Grain Corporation to recover demurrage charges.

The defendant put in a counterclaim for \$25,000 for negligent breach of duty to furnish cars during the time covered by the demurrage accrual. The carriers have sedulously cultivated the idea that demurrage is cash the same as freight charges and must be settled first and other claims threshed out later. Therefore the attorneys for the Milwaukee put in a demurrer to strike out the counterclaim, on the theory the grain company had no right to bring that matter into the case.

Judge Sanborn of the District Court said:

The cases of the C. & N. W. R. Co. v. Stein Co. (D. C.) 233 F. 716, and Illinois Central R. Co. v. Hoopes & Sons (D. C.) 233 F. 135, are authority for the proposition that the cause of action set up as a counterclaim cannot be asserted in this action. Both of these decisions are by district judges of this circuit. To the contrary are Wells Fargo & Co. v. Cuneo (D. C., N. Y.), 241 F. 727; C. & N. W. R. Co. v. Tecktonious Co. (D. C. Wis.), 262 F. 715; Payne v. Clarke (D. C. Cal.), 271 F. 525.

At best the question is a very doubtful one. Granting that the plaintiff could not by any agreement with the defendant offset its cause of action against that of the defendant, does it necessarily follow that it would be unlawful or contrary to public policy that both causes of action should be submitted at the one time to the same court and the same jury and determined in the one action? It may be that no shipper should be permitted to set up a counterclaim in such a proceeding, but there seems to be no statutory prohibition of it; and if each cause of action is properly determined—and there is certainly no presumption that it will not be—it is difficult to see how discrimination will follow, or how the ultimate result will differ from what it would be if the causes of action were tried separately.

In any event, and particularly in view of the fact that the cause of action set up as a counterclaim by the defendant cannot now be asserted in a separate action because of the running of the statute of limitations, it seems to me that the motion should be denied at this time. After a trial on the merits—if the defendant should prevail with respect to the counterclaim—the question now presented could be finally settled on appeal.—26 Fed. (2d) 90.

Officers Elected Pacific Northwest Ass'n.

Officers chosen for the coming year at the annual convention of the Pacific Northwest Grain Dealers Ass'n, held in Walla Walla, Wash., last month, were: R. S. Stephens of Spokane, president; A. M. Chrystall, Portland, vice-president; R. J. Stephens, Jr., Spokane, sec'y.

Further details of the meeting appeared on page 761 of the last number of the Journal.

Hog prices will advance for two years from the present \$7.75 to \$11 or \$12 forecasted L. H. Bean of the Bureau of Agricultural Economics June 30. He adds a qualifying clause that the price will depend upon the corn crop.

Blencoe, Ia.—William McFarlane, veteran banker, sent the following letter of congratulation to President Coolidge for his veto of the McNary-Haugen bill: "Your action wins for you the thanks and heartfelt appreciation of every real farmer. Those who are engaged in agriculture as a business do not want any interference in their enterprise by any price fixing bureaucracy."

Ames, Iowa.—More than 200 tons of corn stalks, which are piled on the campus of Iowa State College, will be used for making experimental and commercial products under the direction of O. R. Sweeney, head of the chemical engineering department. Wall-board and paper will be the principal products to be manufactured on a commercial basis. Linoleum, dyes, perfume and acetone are other products made from the corn stalks.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Kansas Law on Contracts.

Grain Dealers Journal: What is the Kansas law regarding contracting of grain between farmers and grain dealers? Is it necessary to have a written contract to make it enforceable? Is it either necessary or advisable to make an advance payment?—G. J. Ingman, Vermillion, Kan.

Ans.: Sec. 33-106 of the Kansas statutes provides that any agreement that is not to be performed in one year from the making thereof cannot be brought into court for enforcement unless in writing and signed by the party to be charged, or unless some memorandum or note thereof be signed. No consideration is mentioned.

Therefore an ordinary grain contract is good in the sense that either party has the privilege of halting the other into court to prove the contract. Of course, if the contract is in writing and something has been paid thereon it is easier to prove the contract existed. If the agreement is to be performed within one year, the fact that it was not in writing is no defense.

Listing Monies and Credits with Assessor?

Grain Dealers Journal: Will you please give us information on the following subject? In Minnesota there is what is known as a grain tax law. In other words, we have to report to the assessor all of the grain bot during the year and pay a tax on same.

Now this year the assessor has asked us to list our monies and credits. This I have refused to do on the grounds that as we had paid a tax on the total bushels of grain bot during the year, therefore by listing our monies and credits we would be paying double tax. We have never listed our monies and credits before, in fact we have never been asked to do so. We would like to have your opinion in regard to this.—Thos. J. Enright, manager, Farmers Elevator Co., Wilmont, Minn.

Ans.: Sec. 2350 of the Minnesota statutes provides that the operator of an elevator shall give the assessor a list of all grain received in or handled by the elevator for the year immediately preceding Mar. 1.

Sec. 2351 requires the payment of one-half mill per bushel tax on wheat and flax and one-fourth mill per bushel on other grain "in lieu of all other taxes upon such grain."

The four sections on grain in elevators, 2350-51-52-53, contain no clause exempting the

elevator operator from payment of taxes on other than grain, and the 13 sections taxing "money and credits" do not give exemption to one who has paid the grain tax. Therefore the tax upon money and credits is a separate proposition from the tax on grain. It would seem that no grain in the elevator could be taxed as a credit, but only other credits than grain owned. The tax on money and credits is three mills on each dollar of the fair value thereof. The law applies to "associations" and they are required to bring in their statements on or before July 1. There is no penalty for failure to list monies and credits, except that the assessor is authorized to make an estimate and add 50% as a penalty. Bank notes and evidences of indebtedness in hands of citizens are not considered monied capital.

How to Test for Protein.

Grain Dealers Journal: Will be glad to have the Journal advise me where we can buy a book treating on the subject of testing wheat samples for their protein content, and where we can buy the torsion balances, flasks and other articles used in this testing and what their cost is.—W. J. Madden, Hays City, Kan.

Ans.: The most expensive part of the equipment is the analytical balance for weighing with accuracy, costing \$50 to \$75. Glass graduates for measuring liquids, tubing, distillation flasks, condensers, gas burners for heating, bottles, etc., bring the cost up to \$200 to \$250. The equipment is standard and purchasable at chemical supply houses in the larger cities.

The chemicals used are hydrochloric acid, sulphuric acid, red oxide of mercury, granulated zinc, sodium sulphide, potassium sulphate, sodium hydroxide, and methyl red solution, besides other chemicals used to standardize the reagents, such as small quantities of calcium carbonate, potassium chromate, silver nitrate, phenolphthalein, barium chloride, benzoic acid. A small mill is needed to grind the sample before testing.

The procedure is as follows: Place one gram of the sample in a digestion flask, together with approximately 7 to 10 grams of a mixture containing by weight 6 grams of potassium sulphate, 4 grams of sodium sulphate, and one-half gram of red mercuric oxide. Add 20 to 25 cubic centimeters of sulphuric acid, thoroughly mix the acid, salts and sample together and digest for one hour. Cool, dilute with 200 cubic centimeters of distilled water, add a few pieces of granulated zinc or pumice stone. Next add sufficient sodium hydroxide and sodium thiosulphate or sodium sulphide solution to make the solution strongly alkaline, and to precipitate the mercury, pouring the alkali down the side of the flask so that it does not immediately mix with the acid solution. Fifty cubic centimeters of solution is usually enough.

Connect the flask with the condenser, mix the contents by shaking and distill until all the ammonia has passed over into a measured quantity of standard acid. The first 150 cubic centimeters of the distillate will generally contain all the ammonia. Titrate with the standard alkali. Calculate, first into terms of nitrogen, later into protein, by multiplying the percentage of nitrogen found by 5.7.

Much information is given in Bulletin No. 1460 of the U. S. Dept. of Agriculture, 32 pages, entitled "Testing Wheat for Protein. With a Recommended Method for Making the Test," sold at 5 cents the copy by the government printing office, Washington.

It is necessary for the operator to have some knowledge of chemistry, skill in handling the

apparatus, and a thoro drill in the routine of analysis. Only grain dealers making a great many tests can afford to maintain their own laboratory, so it is customary to send samples for testing to the commercial laboratories specializing in milling and baking tests.

Railroad's Liability for Damage to Sheds on Right of Way?

Grain Dealers Journal: Our elevator and coal yards are located on leased ground belonging to the B. & O. R. R. Co. Last February, due to the bad condition of a crossing, they ran a string of box cars off the rails and into our coal sheds tearing off half a dozen sheets of galvanized siding and damaging the doors which cost a total of \$34.69 to repair.

The damage was caused wholly by their own negligence in keeping this crossing clean and we promptly presented a bill covering the actual cost of repairs. We had no satisfactory word as to what action they would take until today their claim agent from Garrett, Ind., called and advised they would not allow the claim because of an agreement in our lease which they claim protects them from any and all losses regardless.

This clause reads as follows: "That the second party (ourselves) or their assigns, shall at all times assume and take upon themselves all risks of accidents and fires, and of the danger thereof to such building or property on said premises whether communicated from the engines of the first party, or from whatever cause; and from all loss or damage consequent therefrom, whether caused from accident or negligence of the agents or employes of the first party, or from whatever cause, and said second party hereby releases said first party from all liability therefor."

While we knew this clause was in our lease and objected to same when signing, but just the same we had to sign the lease as they chose to write it.

Would your legal department please advise us whether it would pay us to push collection of this claim. While the amount is not enough to quarrel about, we would gladly spend this and more too if we knew it was collectible and establish our rights in the future should something worth while come up.—Syler & Syler, Nappanee, Ind.

Ans.: Private parties are permitted to erect buildings on the right of way solely by consent of the railroad company and on such conditions as it may impose, there being no public duty on the railroad company as in the case of a passenger or a shipper of freight. The court decisions holding the exemption from liability valid are numerous. Where the owners of the property damaged have recovered judgment it was because the railroad did not have the signature on the lease, or the house was off the right of way, or that the state law left it to the jury, or there was some other flaw in the railroad's case.

The fact that the crossing was in bad condition is negligence. If by reason of that negligence the car running off the track had



Some of the Grain Dealers Applied for Admission to the Blackfoot Tribe at Glacier Park Meeting.

injured a passenger or damaged some freight the railroad company would have been liable, on account of the public duty it owed to the passenger and shipper. Such negligence can not be taken advantage of by the owner of a building on the right of way to set aside the terms of the lease that expressly permit the railroad company to be negligent.

In the case of the Griffiths Grain Co. the lower court gave judgment against the St. Joseph & Grand Island R. R. Co. for jamming a box car against the side of the elevator, tearing the office to pieces and tearing a hole in the elevator from the foundation to within 6 ft. of the roof. There was a similar clause in the lease providing that the lessee should assume all liability whether the result of the negligence of the railroad company or its employees. When this case came to the Supreme Court of Kansas it was reversed in favor of the railroad company, that court quoting the decision of the Supreme Court of the United States in *Hartford Ins. Co. v. Ry. Co.*, in which that court said:

"No one had a right to put a warehouse or other building upon the land of the railway corporation without its consent; and the corporation was under no obligation to the public or to the partnership, to permit the latter to do so."

What to Use For Weevil Infestation?

Grain Dealers Journal: Kindly advise us what to use for weevil infestation and how to use the weevil exterminator suggested.—P. F. Funk Grain Co., Aberdeen, Idaho.

Ans.: Chlorpicrin is the outstanding weevil exterminator now on the market. It is the most effective, easiest to apply, safest and cheapest.

In addition to ridding an elevator, mill, warehouse, etc., of weevil, chlorpicrin, or "Larvacide," as it is known commercially, will exterminate all forms of bacteria, fungus, insect pest, vermin and rodent habitation.

Use of this fumigant does not affect the germination of milling quality of grain, which is a decided advantage. Neither does using it invalidate the insurance policy.

In figuring the amount of Larvacide to use, take the outside measurements of the plant, multiply the length by the width by the height. The resultant figure comes out in terms of cubic feet. Since from two to three and a half pounds of Larvacide are required per 1,000 cubic feet, the dose is easily calculated.

Naturally, the "dose," or "charge," of Larvacide depends upon the density of the material to be treated.

Full details appear on pages 123-128 of the January 25, 1928, number of the Journal. The manufacturers of "Larvacide" are Innis, Speiden & Co., and their address is given in our advertising columns.

Perhaps the McNary-Haugen bill would have relieved the corn-belt farmers, but the veto certainly has relieved the corn-belt politicians.—*San Diego Union.*

During the past three years we have been forecasting prices, as published in the Outlook Reports and the monthly Price Situation reports. These statements have been about 90 per cent correct.—O. C. Stine, chief of Statistical Research, Bureau of Agricultural Economics.

Do you burden your friends with knowledge of your private affairs and then ask them to do what you have failed to do—keep them a secret?

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Deal with Reliable Firms.

Grain Dealers Journal: Owing to the spotted crop and uncertain weather conditions in Texas, if I were in the grain business, I think I would be rather cautious, especially about selling as well as about buying until I could get located or else buy and sell at the same time, dealing with good reliable people who could fill their contracts.

It has been ascertained by a great many in the grain business who comply with their contracts and obligations that when a person fails to comply with their contracts and obligations with one party he rarely ever hesitates to lay down on contracts with anyone whenever he feels that it will pay.

When I was in business I tried to conduct my business by dealing with parties that were absolutely reliable, and as I did not figure that the price should cut any figure if the parties were not reliable I always considered why should I take a long risk for a short profit.

In fact a good policy to pursue would be to refuse to buy from anyone or sell to anyone that you would not be willing to loan money to, as that is just what you are doing, and then be sure that you are dealing with honest people who are able to carry out their contracts.—H. B. Dorsey, Ft. Worth, Tex.

Impracticability of Determining Protein Content in Wheat.

Grain Dealers Journal: Since protein content has become a factor in determining the value of wheat, grain buyers have been greatly handicapped in purchasing grain direct from the farmer. It is now pretty generally conceded that you cannot tell from looks, taste, or smell, the protein content in wheat. Neither is it possible for chemists to determine within one-quarter to one-half percent, the actual protein content notwithstanding the fact that the state laboratories under the jurisdiction of the Kansas Inspection Department are using the most up-to-date method known.

As an illustration I give the experience of Charles Stark of Iuka, Kan. He drew 11

samples from the same gallon of wheat and sent them to various protein laboratories with the following result:

Sample No. 1, 10.76; sample No. 2, 10.84; sample No. 3, 11.00; sample No. 4, 11.00; sample No. 5, 11.03; sample No. 6, 11.12; sample No. 7, 11.13; sample No. 8, 11.35; sample No. 9, 11.35; sample No. 10, 11.40; sample No. 11, 11.70.

You will note that there is almost one point difference in the protein analysis, all drawn from the same gallon of wheat.

At our annual meeting a motion prevailed that the president appoint a committee to confer with committees of the different boards of trade with a view of arriving at a tolerance to be applied and made a part of the rules of the different boards of trade. We now have this matter up with the secretaries of the different boards of trade and hope to arrange for a conference in the near future with a view of coming to some understanding that will avoid the expense of retests on practically every car of wheat.

The Minneapolis Chamber of Commerce has lately adopted a rule allowing one-quarter of one percent tolerance and I am advised there has not been one retest called for since the adoption of this rule where one hundred was called for before the adoption of the rule.—E. J. Smiley, sec'y, Kansas Grain Dealers Ass'n, Topeka, Kan.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

Aug. 23-24. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

August —. Oklahoma Seedmen's Ass'n, Stillwater, Okla.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

September 24-26. Terminal Grain Weighmaster's National Ass'n Eleventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. Chief Inspectors Grain National Ass'n Twenty-Seventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. United States Feed Distributors Seventh Annual Convention, Hotel Statler, Boston, Mass.

Oct. 30-31, Nov. 1. Nebraska Farmers Grain Dealers Ass'n Silver Anniversary, Hotel Rome, Omaha, Neb.

1929, Kansas Grain Dealers Ass'n, Wichita, Kan.



Chief Two Braids Joined the Northwest Grain Dealers Ass'n at Glacier Park.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ILLINOIS.

Springfield, Ill., July 4.—Rainy weather continued thru the week. In the extreme south, where the totals for June are the heaviest on record, there has been much damage to the crops as a result of flooding and washing. Corn is growing fast now but fields are very weedy in the south third of the state and at places elsewhere. Corn needs hot and dry weather. Winter wheat is ripening in the upper counties and the harvest has reached northward almost to Springfield. Oats have improved; they are excellent in the south. Soybeans are unusually good this year.—Clarence J. Root, meteorologist.

KANSAS.

Clifton, Kan., June 26.—Corn acreage is about normal and has a good stand as a rule.—J. H. Meenen, Farmers Union Co-op. Shipping Ass'n.

Herkimer, Kan., June 28.—We expect 75 per cent of a normal crop of wheat. A lot of it is thin.—Martin Raemer, mgr., Co-op. Business Ass'n.

Chetopa, Kan., July 2.—All wheat is damaged by the wet weather. It has been ready to cut for 10 days. Corn is very weedy.—Chetopa Grain Co.

Marietta, Kan., June 22.—Corn is planted on an average acreage and has good stand at present. Wheat is a little thin.—H. R. Howell, Marietta Stock & Grain Co.

Morganville, Kan., June 27.—Wheat harvest has commenced and will produce about 15 bus. in the valley. Much of the upland wheat is pretty thin.—Anton E. Peterson.

Oakhill, Kan., June 25.—Excessive rains, wheat ripe, ground very wet, three days sunshine would make it fine, fine prospects of good yield and quality.—C. B. Latto.

Waterville, Kan., June 28.—Wheat needs dry weather or we will have a wet crop to handle. Corn will make a bumper yield if it keeps going the way it has.—Whiteside Grain Co.

Ames, Kan., June 26.—We expect wheat to yield 80% of a normal crop, in spite of many fields being damaged from 2% to 95% by hail.—E. A. Tuppeny, agt., C. A. Klabfleisch.

Vining, Kan., June 26.—Wheat is better than we expected. Harvest has commenced and everyone is now hoping the weather will remain clear.—John Ritter, the Vining Grain Co.

Haddam, Kan., June 25.—Wheat should average 20 bus. per acre. We need dry weather tho for harvest corn acreage is normal and has a good stand.—V. O. Ward, Haddam Grain Co.

Clifton, Kan., June 26.—Wheat harvest has started and all it needs is dry weather. Yields are expected to run about 20 bus. per acre on the average.—J. J. Smith, Wyman-Smith Grain Co.

Herkimer, Kan., June 28.—Corn acreage is about normal. The crop has good stand but seems a little backward for this time of the year.—Herman Minge, Co-op. Stock & Grain Co.

Marysville, Kan., June 23.—Wheat is a little below average. Yields will range from 12 to 25 bus. per acre. Corn acreage is about normal.—G. B. Griffiths, Marshall County Farmers Co-op. Ass'n.

Linn, Kan., June 27.—Wheat is pretty good, about the same as last year, and will be of good quality if it quits raining. Corn acreage is increased about 10% and looks its best.—Fred J. Slipsager.

Concordia, Kan., June 26.—Some hail damage has been suffered north of town, but the percentage for the county is small. We expect an average yield of 12 to 15 bus. per acre.—Concordia Milling Co.

Washington, Kan., June 25.—Wheat is just fair. Yields should average about 15 bus. Corn acreage is slightly increased and the stand is good.—Chas. Stamm, agt., Washington County Farmers Union Co-op. Ass'n.

Morrowville, Kan., June 25.—Wheat is about as good as last year and we expect yields of 10 to 12 bus. per acre.—Geo. Rose.

Home, Kan., June 22.—Our wheat will make 12 to 15 bus. on the average. There has been some damage by hail.—Paul Ludeike.

Cuba, Kan., June 25.—The corn acreage is about normal and the stand is good. We have had plenty of moisture to carry it for a while. Now we need dry weather for the wheat.—Joe Kesi, agt., Shannon Grain Co.

Turon, Kan., June 28.—The wheat around here is good. Of course harvest has been delayed some on account of too much rain. There are a few reports of hail damage.—John R. Reed, Turon Mill & Elvtr. Co.

Barnes, Kan., June 27.—Wheat is a fair average crop, and yields will probably average 18 bus. per acre. Dry weather is needed for harvest.—Ora Scholfield, mgr., Washington County Farmers Union Co-op. Ass'n.

Belleville, Kan., June 25.—Wheat looks fair, but needs dry weather. Corn acreage has been increased 10 per cent and has a good stand. Oats will make an 80 per cent crop.—Paul J. Fulcomer, E. A. Fulcomer & Son.

Greenleaf, Kan., June 27.—Wheat prospects call for 12 to 15 bus. per acre. Harvesting has started but wet weather is interfering. Combines have stayed out of the fields so far.—J. Pagan, Greenleaf Mig. & Elvtr. Co.

Oketo, Kan., June 22.—Corn looks very good. The acreage is about normal. Oats will make a fair crop but are a little late due to early freezes. Wheat will produce 12 to 15 bus. per acre.—E. E. Affholder, Oketo Elevtr. Co.

Marietta, Kan., June 26.—Wheat is a little below average. Yields should run 12 to 14 bus. Corn acreage has been increased about 5 per cent and has good stand, tho a little late.—H. R. Howell, Marietta Stock & Grain Co.

Hanover, Kan., June 25.—Wheat looks like a pretty good crop, well filled. Yields should run from 15 to 30 bus. The weather has been wet and will delay the harvest a few days.—H. H. Gansman, Hanover Grain, Feed & Coal Co.

Clyde, Kan., June 26.—Wheat will be of good quality if the rain will let up. Yields should run about 20 bus. per acre. Corn acreage is about normal and has a good stand.—E. C. Duprey, mgr., Farmers Union Co-op. Ass'n.

Palmer, Kan., June 27.—Crops are very good and it looks like an excellent yield on wheat. Corn acreage has been increased between 10 per cent and 15 per cent and looks good. Oats are a fine crop.—C. L. Young, agt., J. M. Decker.

Cuba, Kan., June 25.—We don't expect more than 50 per cent of a wheat crop, due to early dry weather which prevented proper stooling. Yields will probably average only 7 or 8 bus. per acre.—Joe Peterka, agt., Richard Heinan.

Oketo, Kan., June 22.—Wheat is fair to good and will yield from 12 bus. upward. Mostly the stands are a little thin. Some hail damage has been suffered by farmers east of town.—Clarence Saathoff, mgr., Farmers Union Co-op. Ass'n.

Pretty Prairie, Kan., June 23.—We had a good wheat crop, but excessive rains and wind and some hail have reduced the yield 3 to 5 bus. per acre. Wheat is ready to cut, but ground is too wet.—S. E. Young, mgr., Collingwood Grain Co.

Concordia, Kan., June 25.—Our wheat crop is just fair, probably will yield about 12 bus. per acre. Considerable hail damage has been suffered north of town. Corn acreage has been increased about 10 per cent and is showing a good stand.—John Brightop, Farmers Mill & Elevtr. Co.

Hardtner, Kan., June 20.—On Friday, June 8, this territory was visited by a terrific storm which damaged our wheat crop about 20 to 25%, including an area three miles wide and about 10 miles in length west of Hardtner and 55 miles east to Bluff City. We anticipate a loss of 250,000 bus. in the areas above mentioned.—B. A. Parsons, mgr., Southwestern Elvtr. & Mercantile Co.

MINNESOTA.

Minneapolis, Minn., July 5.—Weather conditions the past week have been most favorable for the growing grain crops of the Northwest. Rainfall has been quite general over the territory, and there is now sufficient moisture to carry the crops for some time. The first half of the week temperatures were low, but are above normal at the present time.

In the southern districts of Minnesota and South Dakota wheat and coarse grains are now headed out and early fields are beginning to fill, the prospects at present indicate a fair to average small grain crop. In the James River Valley of South Dakota and western Minnesota many fields are thin and weedy and the yields will be light.

In the northern half of North Dakota and the Red River Valley of Minnesota all crops have a healthy appearance and are making fine progress. Some of the fields are quite weedy, especially where the seed was slow in germinating, but the crop as a whole in this territory is satisfactory. In the southern half of North Dakota and eastern Montana the crop varies considerably, due to the dry weather earlier in the season. Some districts show promise of a good crop, while the grain in others is very poor. Spring wheat in central Montana is in excellent growing condition, while winter wheat is spotted and uneven. The Judith Basin has had heavy rains recently, which has improved the general condition of all crops.—W. G. Hudson, Van Dusen-Harrington Co.

MISSOURI.

Kansas City, Mo., June 30.—Should the weather that we have had for the past two or three weeks continue, it undoubtedly will make a very acute situation so far as milling wheat for immediate needs is concerned. On the other hand, it will make a much larger percentage of the wheat suitable for terminal elevator conditioning, and might result in discounts being sufficient to bring about export business and put us on an export basis very quickly. The quality of the new wheat arriving is excellent, and we do not believe there has been a car in Kansas City running under 60 lb. test, with some running as high as 63 lb. The average protein test on something like 900 samples of new wheat from southern Kansas and Oklahoma has indicated about 11½% protein. We anticipate that this average will be lower as the wheat from northern Kansas and Nebraska arrives, as the cool damp weather has resulted in a slow ripening and full development of the starch.—Shannon Grain Co.

MONTANA.

Missoula, Mont., June 26.—Our winter wheat acreage is about normal, condition very good. Our spring wheat acreage has been reduced by 10,000 acres of irrigated territory which has been planted to sugar beets. Condition of spring wheat on reservation is excellent but the balance of our spring wheat is thin stand. Recent rains will effect a material improvement.—H. E. Kemp of Northern Flour Mills.

NEBRASKA.

Havelock, Neb., July 2.—Corn looks fine. The acreage is about the same as last year.—Cobe S. Venner.

Pickrell, Neb., June 28.—Wheat yields will run 17 to 20 bus. Corn acreage is normal and looks good.—W. A. Milligan, Pickrel Farmers Elvtr. Co.

Bruning, Neb., June 21.—Wheat is fair and will probably yield about 18 bus. Oats are fine and a bumper crop is expected.—C. J. Casper, Farmers Grain Co.

Havelock, Neb., July 2.—Wheat prospects are good for 15 to 18 bus. per acre. Harvesting with binders is starting.—John G. Aden, Aden Grain, Feed & Coal Co.

Strang, Neb., June 21.—Wheat is fully as good as last year. We have a fine stand of corn and oats look like a good crop.—Elmer Mesman, agt., Crittenden Grain Co.

Murdock, Neb., July 3.—Corn is just about average in both acreage and condition. Wheat is good for about 20 bus. per acre.—H. E. Carson, Farmers Union Ass'n.

Cortland, Neb., June 28.—Wheat will yield about 15 bus. per acre. Oats are a fair crop. Corn is small but has a long time to grow.—Geo. Malone, Farmers Grain & Coal Co.

Walton, Neb., July 3.—Wheat is a fair crop. Average yields are expected to be about 20 bus. Corn looks good. The acreage is about the same as last year.—F. C. Kuse, Farmers Union Co-op. Ass'n.

Western, Neb., June 21.—Wheat looks good, tho not so good as last year. The crop is ripening fast. Corn acreage is normal and has a good stand, well advanced. Oats will yield close to 35 bus. on the average, which is considered good.—G. F. Witt, mgr., Western Elvtr. Ass'n.

Eagle, Neb., July 3.—Wheat is not so good as expected and will yield only 12 to 15 bus. Corn acreage is about normal and the stand is good. Oats are above average.—E. P. Betts, Farmers Union Co-op. Ass'n.

Ohiowa, Neb., June 21.—Wheat is fair and will make about 15 bus. Oats look good enuf for 50. Corn has a good stand but has been retarded a little.—J. H. Bornschlegl, mgr., Farmers Union Co-op. Ass'n.

Princeton, Neb., June 28.—Wheat will make about 15 bus. per acre. Corn has good stand and the acreage has been slightly increased. Oats will make about 30 bus.—J. F. Judah, mgr., Princeton Farmers Elvtr. Co.

Prairie Home, Neb., July 3.—Wheat will produce an average of about 17 bus. There has been some damage by hail. Farmers are showing no inclination to contract ahead and we expect delivery to be slow.—Guy F. Welsh, mgr., Prairie Home Co-op. Co.

Blue Springs, Neb., June 22.—Wheat is a fair average crop. Yield should run 15 to 18 bus. per acre. Corn is 100% for this time of the year in condition, stand and acreage. There has been no replanting necessary.—A. O. Burket, mgr., Blue Springs Farmers Elvtr. Co.

NORTH DAKOTA.

Fargo, N. D., June 19.—During the last ten days rains have visited every section of North Dakota. These have ranged from a half inch to more than three inches in some regions. Outside of the direct effect on the small grain crop, the most heartening thing about the present supply of moisture is the fact that pastures have come back. During a portion of the season many farmers have found it necessary to feed hay to livestock that ordinarily pastures. On the whole, the outlook in North Dakota for this year's crop has been materially improved during the last few days, though there is no reason to anticipate an abnormal production. The early season dry period was too extended.—The Fargo Forum.

OKLAHOMA.

Covington, Okla., June 27.—Threshing is on now. Crops are fairly good, of very good quality, but there is too much rain for threshing. Yields are about 17 to 23 bus. to the acre.—Boepple Gin Co.

Arapaho, Okla., June 30.—All the grain men in Oklahoma have their elevators well filled with wet wheat. The farmers are well satisfied. Wheat is heavy, testing 60 to 62 lbs., averaging about 14 bus. to the acre. Corn promises about 100%.—W. M. Black.

WASHINGTON.

Seattle, Wash.—The present condition of our wheat crop makes the outlook very uncertain. We expect about 75,000,000 bus. in the three states, Washington, Oregon and Idaho. Favorable weather can increase the yield 20,000,000 bus., or a continuation of the drought can reduce the yield 10,000,000 bus.—Joe F. Lanser, with W. H. Foster.

Winter Wheat 522 Million Bushels.

Chicago, Ill., July 2.—Winter wheat prospects gained about 10 million bushels during the month, forecast now being 522,000,000 bushels against 512,000,000 a month ago.

Spring wheat condition in the last week of June was 9.2 per cent below the ten-year average; very low returns are received from South Dakota and the Pacific northwest. The indicated yield per acre is 11.4 bushels, the ten-year average being 12.6 bushels. On the basis of our estimate of 21,501,000 acres, the condition forecasts a crop of 245,000,000, which compares with production last year of 319,000,000 bushels.

Corn prospects in the last week of June were for 3,058,630,000, which is based upon an acreage of 104,905,000 acres, or 6.1 per cent more than last year, and a condition of 86.3 per cent of normal, which compares with a ten-year average of 82.6. Production last year, as reported by the government, was 2,786,288,000 bushels (generally regarded in the trade as an overestimate) and the average of the preceding five years 2,775,634,000 bushels. The crop was seeded under very favorable conditions, and came up with excellent stands, but the excessive rains of June have prevented cultivation and cool weather has retarded growth.

Oats prospects were improved by the cool, wet June, and in the last week of the month they were progressing favorably. The condition reported, 82 per cent of normal compares with a ten-year average of 81, and indicates a yield per acre of 31.7 bushels. The acreage estimate is 44,889,000, an increase of 6.3 per cent over last year. This acreage and condition forecasts 1,424,000,000 bushels which compares with production last year of 1,195,000,000 and

the average for the preceding five years of 1,352,000,000 bushels.—Mat C. Murray, Statistician, Clement, Curtis & Co.

Government Crop Report.

Washington, July 10.—The Crop Reporting Board for the United States Department of Agriculture makes the following forecasts and estimates for the United States.

Crop.	Condition			
	July 1, 1927.	July 1, 1928.	July 1, 1928.	July 1, 1928.
	10-yr. av.	%.	%.	%.
Corn	82.6	69.9	....	78.1
Winter wheat	77.5	75.0	73.6	75.0
Durum wheat, 4 states	280.4	89.6	....	76.2
Other spr. wheat, U. S.	382.6	89.8	....	71.7
All wheat	79.2	79.2	....	74.3
Oats	81.0	79.9	78.3	79.3
Barley	82.9	84.2	82.7	81.3
Rye	82.2	89.7	67.9	66.7
Flaxseed	82.5	86.3	....	76.8
Hay, all tame	79.5	89.9	76.6	76.7
Hay, wild	79.7	93.2	74.6	71.3
Pasture	85.9	92.8	78.6	84.4

Total production in millions.

Yield per acre—

Crop, bu.	Indicated by condition ^a		Indicated by condition	
	Harvested, 1927.	July 1, 1928.	Harvested, 1927.	July 1, 1928. ^b
Corn, bu.	2,786	2,736	28.2	26.7
Winter wheat, bu.	552	544	14.6	15.1
Durum wheat, 4 states	76	74	14.4	12.0
Other spr. wheat, U. S.	243	183	15.7	11.8
All wheat, bu.	872	800	14.9	13.9
Oats, bu.	1,195	1,320	28.3	31.5
Barley, bu.	266	303	28.0	24.8
Rye, bu.	58.6	39.3	16.0	11.1
Flaxseed, bu.	26.6	21.5	9.1	7.6
Hay, all tame, tons	106.2	84.4	1.74	1.44

^aFive-year average, 1923-1927. ^bAll spring

wheat. ³Principal producing states. ⁴Four-year average, 1924-1927. ⁵Interpreted from condition reports.

The amount of wheat remaining on farms in the United States on July 1, 1928, is estimated at about 23,450,000 bus., as compared with 27,215,000 bus. on July 1, 1927, and 28,884,000 bus., the average of stocks of wheat on July 1 for the five years, 1923-1927.

Corn Promises 2,949,624,000 Bus.

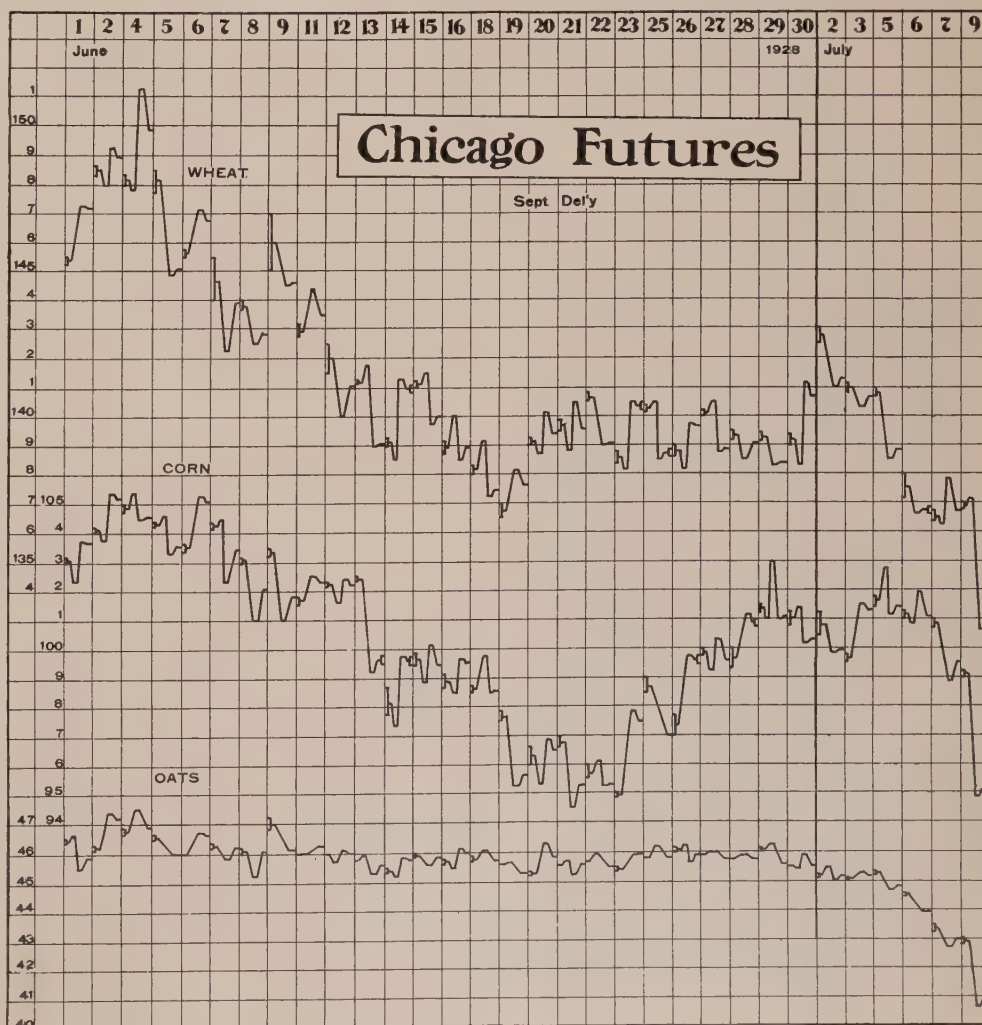
Chicago, Ill., July 2.—Winter Wheat condition is 74.4 per cent and indicated production 516,353,000 bus., compared to 552,000,000 last year and a five-year average of 549,000,000. By states, production in million bushels follows: Pennsylvania 18, Ohio 9.3, Indiana 8.6, Illinois 13.2, Michigan 13.5, Missouri 16.5, Nebraska 51, Kansas 150, Oklahoma 56, Texas 22, Montana 10.6, 3 Pacific Northwest states and California 67.2.

Spring Wheat condition is 76.6 per cent and a production of 253,050,000 bus. is suggested, compared to 319,000,000 last year and a five-year average of 259,000,000. By states the crop in million bushels follows: North Dakota 106, Minnesota 19, South Dakota 24, Montana 45, 3 Pacific states 28.

Oats Acreage is increased 4 per cent to 43,910,000 acres. The condition is 80.6 per cent and indicated production 1,388,000,000, compared to 1,195,000,000 last year and a five-year average of 1,348,000,000. Indicated yield per acre is two-tenths of a bushel above the ten year average yield.

Corn Acreage is increased 5 per cent, to 103,860,000. In competition with corn, oats, or both, barley has been given more than usual preference. The condition of corn is reported at 84.2 per cent and production 2,949,624,000 bus. On June first progress was ahead of normal, but on July first it is somewhat behind. Moisture conditions and seed bed have been favorable, but subnormal temperatures are causing the plant to lose some of its color. Seasonal weather would quickly correct this phase of the situation. It remains to determine whether or not the plant is well rooted.

Rye Production is forecast at 40,096,000 bus. compared to 58,600,000 last year, and barley at 292,000,000 compared to 266 last year. In Iowa barley has become easily the third grain in acreage.—R. O. Cromwell, Statistician, Lamson Bros. & Co.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Baltimore, Md., June 25.—The first new wheat and rye were received here today, both from lower Virginia. The wheat, 10 bus. of poor quality and condition, brot \$2 a bu.; the rye, 30 bus. of good quality and condition, brot \$1.50.

Chicago, Ill., June 28.—Chicago had its first car of new wheat today. It came from Oklahoma, graded No. 2 hard with 59 lbs. test and 12½% protein. It went to the B. A. Eckhart Milling Co. on previous sale. Last year's first arrival was June 28.

St. Joseph, Mo., July 1.—Depletion in local elevator stocks of wheat the past month indicates intention of considerable activity on the part of local elevators and mills in accumulating new crop wheat. New grain is expected here within the next week.—N. K. Thomas.

Barley Movement in June.

Receipts and shipments of barley at the various markets during June, as compared with June, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	826,720		1,010,041	
Chicago	317,000	373,000	47,000	87,000
Cincinnati	3,200	1,600		
Duluth	529,419	503,446	496,041	378,304
Ft. William	1,283,302	367,157	2,492,916	852,749
Ft. Worth	24,000	174,000	80,000	44,800
Galveston				101,602
Hutchinson		7,500		
Kansas City	43,200	27,200	30,400	11,200
Milwaukee	604,800	453,180	142,800	79,317
Minneapolis	974,080	1,076,070	1,039,140	663,650
New Orleans		1,600		
New York	1,278,500	529,600	1,583,000	1,390,000
Omaha	8,000	3,200	40,000	1,600
Peoria	138,600	134,400	56,000	71,400
Philadelphia	1,642	1,118		
Portland	19,200	46,400	34	
St. Joseph	3,500			
St. Louis	26,800	9,600	22,400	3,200
Seattle	9,600			
Superior	404,968	587,897	432,038	300,495
Wichita	1,200		1,200	

Rye Movement in June.

Receipts and shipments of rye at the various markets during June, as compared with June, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	61,515	7,446	85,593	4,741
Chicago	122,000	159,000	9,000	381,000
Cincinnati	1,400	4,200		2,800
Duluth	253,438	795,576	357,655	1,233,292
Ft. William	693,417	106,106	1,160,392	115,402
Ft. Worth		1,500		
Kansas City	4,500	25,500	4,500	16,500
Milwaukee	31,050	90,451	29,200	96,451
Minneapolis	326,430	280,770	142,900	251,730
New Orleans	1,500	3,000	19,285	
New York	471,500	715,500	717,000	781,000
Omaha	22,400	39,200	18,200	14,000
Philadelphia	1,099	1,177		
St. Louis	3,900	2,600		27,500
Seattle	3,000			
Superior	132,556	504,203	132,749	870,888

Wheat Movement in June.

Receipts and shipments of wheat at the various markets during June, as compared with June, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	412,050	515,109	612,471	797,565
Chicago	821,000	1,746,000	744,000	1,950,000
Cincinnati	49,000	210,000	56,000	117,600
Duluth	3,667,346	3,209,637	5,985,986	4,625,326
Ft. William	20,146,114	7,344,073	26,426,765	10,174,084
Ft. Worth	373,800	3,520,200	540,400	341,600
Galveston				984,000
Houston				40,000
Hutchinson	483,300	2,802,250		
Indianapolis	127,500	202,500	51,000	169,500
Kansas City	1,371,870	3,677,960	1,095,980	4,096,950
Milwaukee	66,240	318,400	40,000	295,449
Minneapolis	4,447,810	5,158,730	3,796,170	3,093,280
New Orleans		37,800	168,299	207,397
New York	5,058,400	3,748,800	5,414,000	4,496,000
Omaha	628,800	949,200	357,000	655,200
Peoria	45,600	73,200	28,800	55,200
Philadelphia	569,252	383,007	150,772	1,248,218
Portland	855,500	751,100	305,171	252,854
St. Joseph	281,400	410,200	23,800	61,600
St. Louis	1,041,600	1,341,200	862,400	1,235,615
Seattle	469,000			
Superior	2,515,810	2,191,577	4,325,918	2,565,516
Wichita	1,532,550	2,335,500	1,256,850	1,576,800

Minneapolis, Minn., June 25.—The first car of new winter wheat was received by McCaull-Dinsmore Co. from Fort Worth, Tex., and sold at 45c over July. The wheat tested 14.2 protein, 13% moisture and 62½ lbs., grading No. 1 hard winter. The Pillsbury Flour Mills Co. was the buyer.

To encourage wheat production in Great Britain, a bill offered in the House of Commons last month provides that every miller should use such proportion of wheat grown in Great Britain to the total quantity of wheat milled by him in the year as may be fixed by the Minister of Agriculture acting jointly. Penalties are proposed for failure to observe the quota.

Oats Movement in June.

Receipts and shipments of oats at the various markets during June, as compared with June, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	101,633	130,209	69,469	
Chicago	2,335,000	3,616,000	2,399,000	1,788,000
Cincinnati	174,000	166,000	118,000	126,000
Duluth	109,576	20,687	151,830	1,429,221
Ft. William	4,104,035	97,489	5,872,743	823,652
Ft. Worth	284,000	594,000	26,000	116,000
Indianapolis	324,000	434,000	262,000	556,000
Kansas City	188,000	176,007	54,000	154,000
Milwaukee	256,200	1,200,600	775,750	984,129
Minneapolis	1,133,130	740,380	1,850,670	2,747,450
New Orleans	50,000	72,000	65,640	108,389
New York	336,000	1,088,000		474,000
Omaha	394,000	372,000	622,000	450,000
Peoria	668,000	693,075	579,600	607,200
Philadelphia	54,698	123,393		
Portland	64,600	160,000		2,524
St. Joseph	52,000	118,000	12,000	10,000
St. Louis	1,164,000	1,568,000	1,268,200	1,448,000
Seattle	26,000			
Superior	89,495	14,002	144,015	1,164,012
Wichita	3,000	13,500		6,000

Corn Movement in June.

Receipts and shipments of corn at the various markets during June, as compared with June, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	68,919	52,244	4,664	
Chicago	5,905,000	7,551,000	4,895,000	3,969,000
Cincinnati	334,600	462,800	351,400	421,400
Duluth	8,936	15,193	144,790	8,437
Ft. William		6,986		6,986
Ft. Worth	295,500	210,000	52,500	147,000
Hutchinson	167,500	25,000		
Indianapolis	1,291,000	1,152,000	1,696,000	984,000
Kansas City	2,265,000	2,668,500	4,000,500	961,500
Milwaukee	1,242,360	1,370,480	689,250	275,794
Minneapolis	574,460	2,319,460	626,110	9,101,190
New Orleans	145,500	261,000	206,975	338,942
New York	163,000	66,000		43,000
Omaha	1,356,600	3,312,400	3,085,600	1,790,600
Peoria	1,872,850	3,065,075	827,600	1,819,450
Philadelphia	20,723	56,582		
Portland	126,500	171,000	107	36
St. Joseph	439,500	1,029,000	741,000	909,000
St. Louis	2,543,800	2,798,600	2,073,868	1,614,000
Seattle	147,000			
Superior	12,555	25,408	20,966	9,402
Wichita	201,000	45,600	138,000	25,200

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

	June 25.	June 26.	June 27.	June 28.	June 29.	June 30.	July 1.	July 2.	July 3.	July 4.	July 5.	July 6.	July 7.	July 9.
WHEAT														
Chicago	138½	139½	138½	139	138½	140½	141½	140½	*	138½	136½	136½	132½	
Kansas City	130½	131½	131	131	129½	131½	132½	131½	*	129½	127½	127½	123½	
St. Louis	139	139½	138½	139½	138½	140½	141½	140½	*	138	135½	135½	131½	
Minneapolis	137½	137½	136½	137½	136½	138½	139½	138½	*	137½	135½	135½	131½	
Duluth	137½	138½	137½	137½	137	138½	139½	139½	*	137½	135½	136½	132½	
Winnipeg (October)	137½	138	136½	137½	136½	138½	*	138½	138½	137½	136½	136½	133½	
Milwaukee	138½	139½	138½	139½	138½	140½	141½	140½	*	138½	136½	136½	133½	
CORN														
Chicago	97	99½	99½	100½	101	100½	99½	101½	*	101½	101	99½	95	
Kansas City	92½	95½	95	96½	96	95	94½	96½	*	96½	96½	94½	91½	
St. Louis	99½	101½	101½	102	101½	100½	100½	101½	*	101½	101½	99½	95½	
Milwaukee	97½	99½	99½	100½	101½	100½	100	101½	*	101½	101	99½	95½	
OATS														
Chicago	45½	45½	45½	45½	45½	45½	45½	45½	*	44½	43½	43	40½	
Minneapolis	43	43½	43	43½	42½	42½	42½	42½	*	42	41½	40	38½	
Winnipeg (October)	54½	54½	53½	54½	54½	54½	*	54½	53½	54½	54½	54	57½	
Milwaukee	45½	46	45½	45½	45½	45½	45½	45½	*	44½	44	43	40½	
RYE														
Chicago	116½	117½	116½	116½	115½	117½	117	116½	*	115½	114½	114½	110	
Minneapolis	113	112½	112	112	111½	112½	113	112	*	111	108½	107	103½	
Duluth	113½	113½	113½	115½	113½	114½	115	113½	*	112½	110½	111	107	
Winnipeg (October)	111½	112½	111½	112½	111½	113½	*	112½	111½	111½	110½	107½	107½	
BARLEY														
Minneapolis	72½	72½	72½	72½	71½	71½	71½	71½	*	71½	70½	70½	69½	
Winnipeg (October)	76½	77½	76	76½	77½	77½	77½	77½	*	76½	76	75½	74½	

*Market closed—Holiday.

Indiana Grain Dealers in Midsummer Meeting

Gary, Ind., the wonder city of the world, habitat of the world's largest steel mills, just twenty-one years of age, was the host to the grain dealers of Indiana at their mid-summer meeting of the Indiana Grain Dealers Ass'n.

The Crystal Room of the Hotel Gary was the place of meeting, and June 28-29 the dates.

The morning of the first day was given over to a registration and the renewing of acquaintances.

At one in the afternoon Pres. Walter Moore, Covington, called the short business session to order, after which A. B. Dickinson, sec'y of the Gary Y. M. C. A., led with the singing of various patriotic songs.

DR. WM. GRANT SEAMAN invoked divine guidance.

In his address of welcome Hon. Floyd E. Williams, Mayor of Gary, spoke briefly of the wonders of his city, citing the rapid strides it has made in the short span of years since its start on the sand dunes of Northern Indiana.

W. P. COTTINGHAM, pres. of the Gary Chamber of Commerce, extended the welcome of his organization.

CAPT. H. S. NORTON, pres. of the Gary Commercial Club, due to illness was unable to personally express the welcome of his organization, but his gracious message to the dealers, read by Pres. Moore, assured those present that the facilities of the organization were at the disposal of the visitors. The Captain's invitation was appreciated by many who took advantage of the comfortable chairs in the delightful club rooms, to listen, until the wee small hours of the morning, to the radio report of the Democratic convention.

The response to the addresses of welcome was made by C. C. Cole of Bluffton, who after thanking the Gary officials for their pleasant and informative words of welcome, reviewed briefly the happenings in the grain trade during recent years.

PRES. MOORE appointed Bennett Taylor, Crawfordsville, Lee Evans, Remington and D. J. Schuh, Executive-Sec'y Board of Trade, Cincinnati, to act as a resolution committee.

FRED H. CLUTTON, sec'y, Chicago Board of Trade gave a very interesting address on "The Future of the Grain Exchanges" which is published elsewhere in this number.

Terminal Markets.

PRES. MOORE called on members of different markets and the following responded:

Fred Pond, sec'y Buffalo Corn Exchange; Ed. Shepperd, Indianapolis; D. J. Schuh, Executive-Sec'y Cincinnati Board of Trade; W. M. Hirshey, Chicago; R. W. Hale, Nashville, Tenn.; Oscar M. Gibson, Baltimore.

Others who were called on for a few words were Bennett Taylor, Crawfordsville, former president; E. E. Elliott, Muncie, vice-pres.; V. T. Craig, Jackson, Mich., and E. K. Sowash, Crown Point.

H. D. EGLY, Fort Wayne, called attention to the forthcoming meeting of the Nat'l Hay Ass'n in his city and invited everyone to attend.

BERT A. BOYD, Indianapolis, treas. of the ass'n, though absent in Florida, was in attendance in spirit. Miss Eva True, sec'y to Sec'y Riley, read the following message from Bert:

Esteemed fellow members of I. G. D. A., My thoughts are still with you, tho far, far away.
"Old Faithful"—Riley, sends me all the news. He says the wheat prospect gives grain men the blues;
But that there will be such a bumper crop oats That the handling of it will sure get your goats. He says that the farmers have planted much corn,

With the ground never better since Riley was born.
Also there's hopes, that should fill you with cheer.

That you will be busy the rest of the year.
Of course, there may be an advance in the cost If the small Hoosier nubbins can't fool old Jack Frost.

Though I'm forced to remain for a while in the South,
When I think of you fellows, it waters my mouth.

In resting down here I've laid off my tricks
While watching these natives make gold out of bricks.

I am sending a 'gator that I have named "Bert"
And with proper training you'll find him real pert;

Oftimes I sit dreaming as he crawls on the floor

He somehow reminds me of President Moore;
Now don't get excited, and don't think me rude,
Like grain men he goes for days without food.
You'd laugh could you see me almost any day In my birthday suit on the roof as I lay
To take these hot sun baths—I'm coming back fine.

But I'm sorry I can't make it back there in time
To attend the Convention—you won't see my face,

But I'll have Harold Geiger up there in my place.

While you're meeting in Gary, you may make one sure guess,

That I'm boosting and wishing you utmost success.

Since you know how I'll miss it, you'll know how it hurt,

Good luck, boys—go to it!
Most sincerely,

BERT.

Drawing for the Red Hot 'gator, named "Bert," followed. Sec'y Riley pulled numbered stubs out of a hat—the other half of which had been passed about previously. The 13th ticket pulled matched in number that held by H. G. Egly, Fort Wayne. So now "Bert" is living in Fort Wayne.

Seeing Gary.

Thru the courtesy of the Gary Chamber of Commerce, and under the able guidance of its efficient secretary, James U. Nichols, the guests were shown the Steel City's many points of interest in a sight-seeing tour, conducted in 35 automobiles furnished for the purpose. The visitors were taken through Lake Front Park, along Lake Michigan, through the dunes, through Gary's parks, past the city schools, through the residential section, the new Gary parkway project and all other interesting sections of the city. The tour lasted three hours and was thoroughly enjoyed by all.

The Banquet.

Approximately 200 dealers with their wives, families and friends, and several Gary citizens, attended the banquet in the Crystal Room. Pres. Moore acted as toastmaster, and introduced State Senator Wm. F. Hodges, who, in scathing words, deplored high taxation and government ownership.

John W. McCardle was the next speaker. He is a member of the Public Service Commission of Indiana and operator of grain elevators. Mr. McCardle in his talk on Americanism in general declared that in his belief if the government takes over the railroads, it will bankrupt the country. In support of his contention, Mr. McCardle quoted statistics in an effort to show the amount of taxes that would be lost through government ownership.

JACK WRIGHT of the Quaker Oats Co. sang two groups of solo selections. Mr. Wright was accompanied by Mrs. Edna McMillin of New York City, formerly of Covington.

An orchestra, provided by the grain dealers and millers of Indianapolis, played during the dinner and for the dance that followed.

Friday Morning Session.

PRES. MOORE called the last session to order and introduced State Senator C. O. Holmes, who is also pres. of the Indiana Bankers Ass'n. Senator Holmes gave a brief outline of the re-

sponsibilities, advantages and griefs of the banker. He also denounced certain features of the state tax law as affecting banks.

CHAS. QUINN, sec'y Grain Dealers' Nat'l Ass'n addressed the dealers on matters relating to and affecting the grain trade. He explained in detail the bills now before congress which are of interest to the grain trade.

Commercial Feeds.

Harold A. Abbott, Chicago, member of the Executive Committee of the American Feed Mfrs. Ass'n in his address on commercial feeds said:

Mixed feed is a compounded ration manufactured from a scientific standpoint.

You are doubtless interested in the development of the mixed feed industry. It has grown from a very small beginning 30 years ago until today there is an investment in this industry of many millions of dollars. Instead of a handful of feed manufacturers at the beginning there are hundreds now, scattered in all sections of the country. There is no way of knowing the full extent of the industry. It is impossible to state definitely the number engaged in the manufacture of commercial mixed feeds. The estimated total tonnage produced by these manufacturers is 10,000,000 tons annually, and this production is quite generally distributed over the country.

Many sections which were devoted to grain raising are now turning to live stock, and this makes a larger outlet for the products of the mixed feed industry.

I have seen the industry grow from infancy, and have noted with interest its different growth phases. I am pleased with the sound development in the compounding of commercial mixed feeds.

Each of the large institutions engaged in the manufacture of commercial mixed feeds has trained men connected with it. These men have given careful study to the compounding of the different rations and to the ingredients used.

If at any time you have been engaged in the manufacture of mixed feeds you know the problems connected with the maintenance of such a business. It requires the investment of a large amount of money. The larger manufacturers are producing feeds more economically because of their unlimited facilities. Many have millions tied up in their plants located in various sections of the country.

A well balanced commercial mixed feed today is not only made from a standpoint to meet the requirements of feeding in its entirety, but it has been carried a step farther, by producing what we call a supplementary feed for balancing the home grown ration. In this way the needs of the community are served better than in the past.

W. E. KUEHN, Federal Rep., Hay, Feed and Seed Division, Minneapolis, Minn., in his



Pres. Walter Moore, Covington, Ind.

address on "The Place of the U. S. Wheat in the World Market," said:

U. S. Wheat in the World Market.

Since the beginning of the 20th century agriculture in the United States may be said to have been passing from the exploitation of virgin fields and the open range into mixed farming, or as it is sometimes called diversified agriculture. With the progress of the so-called industrial revolution has come a rapid increase in the urban population and a relative decrease in both wheat acreage and production per capita.

This transition period has been characterized by the increasing importance to the producer of wheat of the domestic market, which has grown as industrialization has advanced, thus affording an outlet not only for wheat but also for all agricultural products. Before the World War it had been prophesied by competent minds that by 1930 the United States would cease being an exporter of wheat except in an incidental manner, or in exceptionally good crop years.

The World War brot about an abnormal expansion of wheat growing not only in the United States but also elsewhere, particularly in Argentina, Australia, and Canada. The result was, after the war, a buyer's market with wheat marketed largely at a loss by our domestic producers until about the 1924-25 crop year, when a good crop in the United States, combined with shortages elsewhere, made wheat again profitable for a short time. The rapid expansion during the World War evidenced the ease of increased production by price stimulation, but with the lowering of real price the domestic producers' exportable surplus comes into competition with wheat from other great exporting countries, to our disadvantages.

The general distribution of the various classes of wheat raised in the United States is well known, that is, almost everyone knows in a general way the areas planted to winter wheat, spring wheat, durum, etc. To give an idea, however, of the general relation between production of the various classes and exports, average figures for the crop years 1921-25 show that about 5% of the hard spring wheat production was exported, about 60% of the durum production, about 20% of the hard red winter wheat production, about 4% of the soft winter wheat production, and about 40% of the white wheat production was exported as wheat. Of the average total production of all classes of wheat for this period, 1921-25, namely, about 210,000,000 bushels were exported as wheat and flour from an annual average crop of about 800,000,000 bushels. The principal competition with these exports comes from the excess production of Canada, Argentina, Australia, India, and in a small way since the war from Russia and the countries of the lower Danube.

BENNETT TAYLOR, Crawfordsville, for the Resolutions Committee, read the following resolutions which were unanimously adopted:

Resolutions Adopted.

Hoch-Smith Investigation.

WHEREAS, the Interstate Commerce Commission is engaged in holding hearings in connection with Docket 17000, an investigation of the freight rates applying to farm products, said investigation coming as a result of the Hoch-Smith resolution; and,

WHEREAS, the Interstate Commerce Commission will, in the near future, take up Part 7-A grain and grain products moving into, thru and from the state of Indiana; and,

WHEREAS, the said interstate movement of grain and grain products will be affected by the freight rates to be established as a result of the said investigation; and,

RESOLVED, that we call upon his excellency, the Governor to take such steps as his good judgment may dictate to cause full participation of the state of Indiana in all phases of the Interstate Commerce Commission investigation under its docket 17000, Part 7-A, grain and grain products, to the end that our people may not be deprived of their commercial right and may procure freight rate adjustments which will place them at no relative disadvantage with other producing sections of the United States.

Bill to Protect Collection of Drafts.

WHEREAS, there is now pending in the House of Representatives at Washington, D. C., a certain bill, No. H. R. 1353, which is designed to protect the owners and holders of drafts with B/L attached, and other instruments sent thru banks for collection only, in the event of failure of the collecting bank before remittances have been fully made for such collections. This is of vital importance and will greatly tend to stabilize the business necessarily conducted through the national banks of the country; therefore, be it

RESOLVED, that we urgently request the senators and representatives in congress from the state of Indiana to support said bill and insist upon its passage at the earliest possible moment.

To Appoint a Com'te on Traffic.

WHEREAS, the rates of freight and other charges assessed and collected by common car-

riers for the transportation of grain and grain products are of vital concern to all of our members; and

RESOLVED, that the President of our Ass'n be and is hereby instructed to appoint a standing com'te on traffic, the duties of which shall be

(a) to keep the membership informed as to freight transportation matters;

(b) to keep the co-operation of traffic officials in procuring and preserving rates and privileges not inconsistent with those prevailing elsewhere so that the commodities handled by our members may move to and thru the various gateways.

Load to 24 Inches of Roof.

WHEREAS, the railroad traffic rules provide for the minimum weight requirements in loading shipments may be complied with by loading grain to within 24 inches of the roof of the car at the side lines; and

WHEREAS, we understand that many shippers disregard this rule and load the grain nearer the roof than 24 inches, thus making it impossible for samplers to secure samples until the cars are moved to some point for unloading, thus leaving the hazard of condition with the shipper until unloaded, that sometimes requiring many days; therefore, be it

RESOLVED, that we urge all shippers to observe the rule indicated, namely, loading to within 24 inches of the roof and then leveling down the grain so that it will be possible for samplers to get a complete and correct sample.

Expressions of Sympathy.

WHEREAS, our Treasurer, Bert A. Boyd, of Indianapolis, is, on account of infirm health required to remain away from his business and home; therefore, be it

RESOLVED, that we extend to him and his family our sympathy and hope that speedy recovery will permit his return to his home and friends.

UNFORTUNATELY death has again entered the ranks of the grain dealers and claimed an esteemed member, Mr. E. A. Grubbs, of Greenville, Ohio, who passed on April 12, 1928, at the age of 69.

Possibly this loss is felt most keenly by many of the older grain men who knew Mr Grubbs and loved and respected him for his generous, loving disposition and upright character.

Mr. Grubbs has been a member of this Ass'n for many years, and we feel we have lost a most loyal member.

Thanks

We wish to give a vote of thanks to all who have come to us with special addresses on subjects relating to the grain trade, and all others who have contributed in any way to the success of this convention.

After a short cross-fire of questions across the room at one another the dealers voted an adjournment, *sine die*, of the meeting and prepared for the trip thru the steel mills.

Friday Afternoon.

At two o'clock men, women and children attending the convention assembled at the entrance to the Gary Works of the U. S. Steel Corp. where they boarded a special train for the tour of the steel mills. As the train passed thru the plant, courteous guides on each car explained in detail the workings and methods of each section. At the rail mill and car wheel mill, the guests alighted and made the tour of inspection on foot, and saw first hand the various stages employed in the making of these products. The trip consumed three hours, and everyone making it felt well repaid for the time.

Convention Notes.

SAM HOLDER felt lonesome without his circus posters.

BLOTTERS were passed out by Ed. Shepperd and "Larry" Larimore.

PAPER SPECTACLES were hooked on everyone's nose by Harold Geiger.

PENCILS were distributed by the Cleveland Grain & Milling Co., and Henry W. Brown & Co.

ED. SHEPPERD saved his Barber Shop striped tie until the second day, thus avoiding much mutiny.

KENNY PIERCE generously passed around some especially wrapped James E. Bennett & Co.'s cigars.

FRED POND'S new straw hat now has a new big ventilation hole right in the middle of the top, about the size of a foot. It was warm in Gary, though, and the ventilation was welcomed, wasn't it Fred?

McMILLIN Combination Wagon & Truck Dump literature was placed in everyone's possession by W. W. Pearson of Upland, Ind.

"LARRY" LARIMORE had a couple more birthday parties, this time in honor of, let's see, wasn't it somebody from Noo Yowk, Larry?

GEORGE BOOTH generously furnished chewing gum for all of the girls visiting the Steel Mills. George recently sold all of his holdings in the Podunk & Western Railroad and re-invested them in some chewing gum factory.

LEE COSBY is the happy recipient of a solid iron derby, presented to him by the U. S. Steel Mills. Lee lost his hat going through the Mills and held up the train (figuratively) while he chased over a couple of blazing vats to recover his cover. That worry is over now.

REGISTRATION was in charge of the illustrious Cosby's, Lee & Sis. Badges were furnished through the courtesy of the Grain Dealers National Mutual Fire Insurance Co. Leigh C. Felton came down to help out with the onslaught, because so many were registering several times to enable them to shyly steal another hasty glance at the charming "Sis."

Louisville, Ky., sent W. M. Wallace.

Oscar M. Gibson came from Baltimore.

R. W. Hale represented Nashville, Tenn.

V. M. Craig and W. E. Savage represented Jackson, Mich.

New York City was represented by Mrs. Edna McMillan.

Fort Wayne was represented by C. G. and H. D. Egly, A. G. Phillips.

Cincinnati was ably represented by Ralph Brown and Executive Sec'y D. J. Schuh.

V. R. Johnson and V. L. Parmentier represented the Mutual Fire Prevention Bureau.

H. C. Clapper, Marion, represented the Gruender Patent Crusher & Pulverizer Co. and exhibited a laboratory size "Whirl Beater."

Indianapolis sent Geo. Good, Jas. E. Bennett & Co.; Lew Hill, wife and daughters; Sam Holder, Ed K. Shepperd; H. J. Geiger; O. P. Larimore; sec'y Chas. B. Riley and Mrs. Riley; Miss Eva True, sec'y to Mr. Riley; Orpha Bodle.

Other Illinoisans present included: E. W. Block, Indiana; J. W. Foraker and wife, Danforth; F. W. Stout and wife, Ashkum; L. B. Walton and wife, Mayview; Jesse Summers, E. W. Bailey & Co., Watseka; E. S. and Carrie Summers, Bloomington.

Chicago was represented by George Booth, Wm. Tucker and F. J. Dolan, Lamson Bros. & Co.; Fred Clutton, sec'y Board of Trade; W. M. Hirshey, wife and daughter, J. C. Shaffer Grain Co.; Kenneth Pierce and Chas. Olson, Jas. E. Bennett & Co.; Geo. A. Wegner; Jas. M. Maguire; F. A. Jost and wife.

Other Hoosiers present included: C. C. Cole, Bluffton; A. W. Snyder, Berne; J. E. Hendrickson, Winchester; W. E. Rider and wife, Wayne-town; H. O. Rice, wife and daughter, Huntington; Mrs. E. K. Sowash and E. K., John and David Howell, Muncie; Chas. McEwan, Lafayette; A. B. Martin and wife, La Fontaine; M. W. and O. L. Cauble, Pekin; G. M. Neidlinger, Lebanon; Walter Moore and wife, Covington; L. L. Moore and wife, Perryville; D. G. Hendrix, Covington; H. D. Tyler, Lowell; F. A. Dahl and wife, Belshaw; J. H. Snider, Fountaintown; C. E. Kenny and wife, Hammond; Chas. Ray, Kouts; C. A. Rose and T. E. Samuel, Rensselaer; John Frantz, Valparaiso; Glen Garten and wife, Winchester; O. F. and Bob Brewer, Tipton; D. L. Brooke and wife, Frankfort; G. F. Davis, Lebanon; G. B. Hudson, Carlos City; H. Dickey and wife, Parker; B. E. Etchison, Stewart; W. D. Adams and wife, Elizabethtown; Bennett Taylor and Harold Gray, Crabbs - Reynolds - Taylor Co., Crawfordsville; Mrs. O. M. Thomas, Marion; W. C. Thomas, Marion; G. G. Davis and wife, Tipton; C. A. Dutchess, Sharnsville; J. D. Kiefer and wife, Elwood; W. A. Summers and wife, Ambia; E. E. Elliott and son, Muncie; E. Reveal and wife, Rossville; F. J. Baird and wife, Kewanna; A. D. Shirley and wife, Walton; Mrs. R. E. Shirley, Muncie; F. R. Freeman, Crawfordsville; B. E. Williams, Valparaiso; F. Gridsel and wife, Lowell; R. Sprague, Rensselaer; C. J. Hill, Ambia; W. W. Pearson and wife, Upton; U. Fitzpatrick, wife and daughter, Knox; Lee Evans and wife, Remington; R. O. Naylor, Modoc.

Montana Co-operative Ass'n Growing Rapidly

The second annual convention of the Montana Farmers Grain Dealers Ass'n was held at Havre, June 18 and 19. The attendance was very gratifying, more than 150 registering.

PRES. T. J. LARSON, Outlook, called the first session to order at 10 a. m., June 18. Invocation was pronounced by the Rev. Conrad Wellen of the First Presbyterian Church.

DR. J. L. SOMERS, mayor of Havre, was then introduced, and welcomed the convention, the response being made by Pres. Larson.

In his annual address Pres. Larson said in part:

President Larson's Address.

We are indeed pleased to see so many present at this our second annual convention of the Farmers Grain Dealers Ass'n of Montana.

For a number of years a strong propaganda has been carried on by some politicians and others adverse to the grain trade, in which they have tried to blame the Chambers of Commerce and the Boards of Trade and the country grain dealers for the ills that have beset the farmer and agriculture in general, but so far they have failed to establish any evidence that will substantiate these charges. In fact the results of all investigations have clearly demonstrated that the present grain marketing system has attained a very high degree of efficiency.

Among the activities of your ass'n the past year was the attendance of your president at a conference of grain men called by Governor Erickson and held at Helena on Nov. 10, 1927.

At this conference the matter of buying wheat on its protein content and reflecting the premium for same to the farmer was thoroughly discussed and I made a report to our membership with which you are familiar.

One meeting of the board of directors of our Montana unit of the ass'n was held at Plentywood, Mont., on Apr. 19, 1928, at which your president was present.

A great many have expressed the opinion that Montana should enjoy a compulsory storage law, and your president recommends that such action be taken at this convention as will make this possible either thru an act of the legislature or by a mandate of the Commissioner of Agriculture, who has it within his power so to do.

Your president also recommends that the matter of a good and sufficient Unfair Competition Act be placed upon the statutes of our state. A law that is active and that can be enforced as a protection to members of the trade, is what we need.

P. A. LEE, executive sec'y, gave his report following Mr. Larson's address. Extracts follow:

Secretary Lee's Report.

In making this report we are extremely happy to say the growth of this organization has exceeded our fondest anticipation. On the first day of the Glasgow convention last year the ass'n listed 10 members. At time of making this report the membership is 29, or an increase of 19 members during the year without any systematized or organized effort to secure new members, except by personal letters or thru the solicitation by traveling men calling on the trade in one capacity or another.

The rates on warehouse bonds are \$5 per thousand of liability in Montana, the rates having been at that level for quite a few years. In North Dakota the rates were \$4 a thousand up to June 20, 1927, when lo and behold! they were summarily advanced to \$5 per thousand, or even with the Minnesota rate. In Minnesota the rates are \$4 per thousand for bonds up to \$8,000; \$3 per thousand each additional thousand, 8,000 to 15,000; \$2 per thousand from 15,000 to 30,000, and \$1 for \$30,000 up, minimum premium \$10 per year.

While it was too late in the season to prevent the increase from going into effect at that time, we were enabled at a personal conference with the proper authorities in New York City last fall, to secure for North Dakota a graduate scale of rates because we showed them where we had paid gross premiums of close to \$100,000 in seven years, with a threatened loss of \$780. We were not able to make a good case for Montana because we had no record behind us to make a showing. If the grain dealers of Montana will patronize their own organization, that organization will reduce the rates for them, but without a substantial part of this business it cannot do so

well. We wish, too, that the trade would bear in mind the fact that the membership dues are rather small and as a consequence the organization needs the revenue accruing from this department. The commission on a single bond does not amount to anything but it is volume that affords the revenue. Lest we forget, permit us to remind one another that the Farmers Grain Dealers Ass'n made it possible for the individual farmers' elevator company or the independent grain dealers to secure corporate surety warehouse bonds based on the financial statement of the company or dealer, in nearly all cases without the indemnity of the principal stockholders or directors, or both.

Mr. Lee read the financial statement of the unit and the minutes of the convention held at Glasgow last year. The minutes were adopted as read. The following com'tes were appointed: Resolutions, M. B. Larson, chairman, Homestead; Karl Hovland, Whitetail; Louis Peterson, Culbertson; L. Brandenberg, Raymond; Ray Cross, Denton. Membership, P. A. Lee, Grand Forks, N. D.; Karl Hovland, Whitetail, Mont.

HON. J. E. ERICKSON, Governor of Montana, gave an address at the afternoon session of the first day. In speaking on the question of protein content, the Governor said:

The testing of wheat for protein is a highly technical process and requires the services of competent and trained chemists. The state has installed and is maintaining laboratories where samples may be tested at Great Falls, Harlowtown and at the State College at Bozeman. A private laboratory is also maintained at Bainville in the eastern part of the state. Other laboratories will be established from time to time in different parts of the state as the grain industry develops. With a little extra effort and care on the part of the farmer in sending samples of his grain to these laboratories, it is possible for every wheat grower in the state to get a fair and reasonable estimate of the protein content and the moisture of his wheat.

A round table discussion on "Compulsory Storage—Do We Want It by Order of the Sec'y of Agriculture or by Legislative Enactment?" was next on the program.

LOUIS PETERSON, Culbertson: We charge for storage at our station but the neighboring towns do not charge any storage, and I would like to hear what they have to say regarding it. I would like to see a compulsory law.

GOVERNOR ERICKSON: As a matter of common sense it seems to me that the service rendered by mills and elevators of the country should be paid for. As to going to the legislature on this proposition I do not know just what the law is, but in any event it should not be necessary to pass a law that storage be paid for. I would recommend that the elevator men here pass a resolution that a reasonable charge be made for storage and I do not think it necessary to have a penal law attached to enforce such a law.

PRES. LARSON: We are not complaining on the amount of the charges, but our complaint is with the law which does not say if they may be lower than the specified rate or no charge at all.

It was moved by Louis Culbertson that a caucus vote be taken as to how many of the delegates were in favor of such a law. Motion was seconded, and the convention voted unanimously in favor of such a law.

A com'te was then appointed by the pres. to place the matter before the Atty. General, L. A. Foot, who was scheduled to speak at the opening session Tuesday. The com'te consisted of William Grettum, Duluth, Minn.; Louis Peterson, Culbertson; W. T. Giese, Helena.

Tuesday Morning Session.

The meeting was called to order at 10 a. m. and Pres. Larson announced that Atty-General Foote would be unable to speak until the afternoon session.

The convention then took up the discussion of "How Can We Best Reflect Protein Content to the Farmer."

W. J. KUHRT of the United States Department of Agriculture outlined the work of his department in its survey of the farmers' elevators of the spring wheat areas. He said it had been suggested that about ten days before harvest the manager should go thru the territory tributary to his house and take samples of the crop and in this manner he would be able to get a fair estimate of the coming crop.

F. W. BLISS next presented the side of the protein problem as seen by a chemist. He suggested that elevator men label a mason jar with the name of each of their patrons and keep the samples taken from the loads in the jars. They are air-tight if a rubber washer is put on before the top is screwed on, and are the best means by which a sample can be kept in good condition.

It was announced by the pres. that Ray Cross of Denton had been elected a delegate to the meeting of the Montana division of the Northwest Shippers Advisory Board meeting to be held in Bozeman, and that he would act for the ass'n at the meeting.

Tuesday Afternoon Session.

HON. L. A. FOOTE, Atty-General of Montana, was the main speaker of the afternoon. His remarks on anti-discrimination laws will be published in a later number.

The report of the resolutions com'te was read, among the resolutions adopted being the following:

Resolutions Adopted.

For Anti-Discrimination Law.

Whereas, it appears that our present anti-discrimination laws effecting the purchases of products are inoperative and ineffective because it is obligatory on the part of the complainant to prove the intent or purpose of the person, firm or corporation complained against in their unfair competitive acts or sections, be it

RESOLVED: That we favor the passage of an effective anti-discrimination law at the next legislative session of the legislature of the state of Montana, and be it further

RESOLVED: That the legislative com'te of the Farmers Grain Dealers Ass'n be instructed to cause to be introduced a bill to remedy this apparent defect in our present laws and to work for the final passage of the same.

A motion was made, seconded and carried that next year the ass'n have a three day session instead of a two day one.

Leon McNicol, Havre, and F. F. Lewis, Brady, were elected for terms of three years as directors. At a directors' meeting held after the close of the convention, T. J. Larson was re-elected pres. of the ass'n; F. F. Lewis was elected vice-pres., and Karl Hovland of Whitetail, sec'y.

Leon McNicol, H. H. Ames, Scobey, and T. J. Larson were appointed as an executive com'te. F. F. Lewis, Senator W. F. Cowan of Box Elder and P. A. Lee, Grand Forks, N. D., were named on the legislative com'te.

Banquet.

Tuesday evening at the close of the convention the grain commission houses and the supply men gave a banquet for the visiting delegates. Frank H. Higgins presided as toastmaster. Speakers included T. J. Larson, P. A. Lee, F. W. Bliss, Leon McNicol and Atty-General L. A. Foot. Music was furnished by the supply men's quartet, composed of Lew Hatch, C. C. Kiffe, J. A. McNamee and Oliver Stroman. A dance at the Havre Hotel followed the banquet.

Waterloo, N. Y.—Charles H. Pratz, junior member of the firm of Kime & Pratz, bankrupt, has asked that he be given a change of venue in a trial in which he will be charged with issuing a forged B/L for 60,000 lbs. of wheat.

A Canadian Mill Elevator.

Millers who have established close connections with grain firms are assured an ample supply of wheat for grinding, but the possession of ample storage close to the mill helps the miller in blending and conditioning, so that progressive millers in Canada as well as the States are adding to their storage, as did the Dominion Flour Mills at Brantford, Ont., the past year.

For the new 100,000-bu. storage the milling company chose reinforced concrete as the material of construction rather than tile that had been used in erecting the existing storage.

The storage annex is 38 ft. 2 in. by 69 ft. 2 in., the tanks being 75 ft. deep to center of hopper bottoms, surmounted by a cupola 20 ft. wide, the lower floor of cupola 16 ft. and the upper floor 15 ft. high. The 6 bins have a capacity of 15,000 bus. each, and one interstice bin 3,600 bus., the bins being 18 ft. inside diameter with walls 7 ins. thick.

Grain arriving at the plant by rail is unloaded thru a track receiving sink on one side while on the other side of the house is a hopper into which to empty sacks hauled in on farmers' wagons.

In the basement are the 70-bu. wagon scale hopper, the boot of the short elevator leg

for screenings, and boots of the wagon leg, loft leg and cleaner leg and a 12-in. screw conveyor for unloading bins. On the work floor is the grain cleaning machine and screenings hopper to contain 3,000 lbs.

The top floor contains the head of the loft leg and wagon leg and the distributing spouts. The lower floor of cupola contains the head of the cleaner leg. Under the discharge of the cleaner leg are the two 2,500-bu. garners over the 500-bu. hopper scale, the garners having a by-pass to separator. Under the scale is a 500-bu. garner having a by-pass to loft leg. Under the garner is the grain separator built by the Huntley Mfg. Co., from which the cleaned grain may go direct to any of the three legs. The valves of garners and scale are operated by a hand wheel on main floor near the scale reading beam.

All bins are reached by spouting, and one spout from top floor reaches to the mill.

The screw conveyor in the basement is about 52 ft. long, running 150 r.p.m., the section from two end bins to leg being left hand and the section from the four other bins being right hand, coming together at the leg boot. It is driven by a 5-h.p. motor running 720 r.p.m., by a 6x5 pulley. A similar motor operates the power shovel for unloading cars.

The motors operating the loft, wagon and cleaner legs are 15 h.p. each, running 720 r.p.m. with 8x8 in. pulleys, the speed being reduced to 48 r.p.m. on the head pulleys. The legs have 9x5 V buckets spaced 7 in. centers and the belt travels 603 ft. per minute. A 3-h.p. motor

with 4x5 pulley operates the short screenings leg. A 10-h.p. motor operates the separator. The motor starting switches are on the cleaner floor, with a stop push button near each motor in the cupola. The electric motors were supplied by the Canadian Westinghouse Co., and the wagon hopper scales by the Canadian Fairbanks-Morse Co.

All of the concrete was poured during the freezing weather from Jan. 17 to Feb. 25, 1927. The cement was supplied by the Canada Cement Co., and a good job was assured by taking simple and inexpensive precautions during the early setting period.

Exteriors of old and new parts of the plant are shown on outside front cover page.

The plant was designed and erected by the Macdonald Engineering Co., of Canada.

Labeling of Corn Sugar.

W. G. Campell, director of regulatory work of the U. S. Dept. of Agriculture, in a letter to the laboratory director of a large university, recently declared the attitude of the Department toward pending legislation on permitting corn sugar in foods without the knowledge of the consumer:

The department, in so far as the food and drugs act is concerned, does not regard corn sugar as other than a wholesome food product.

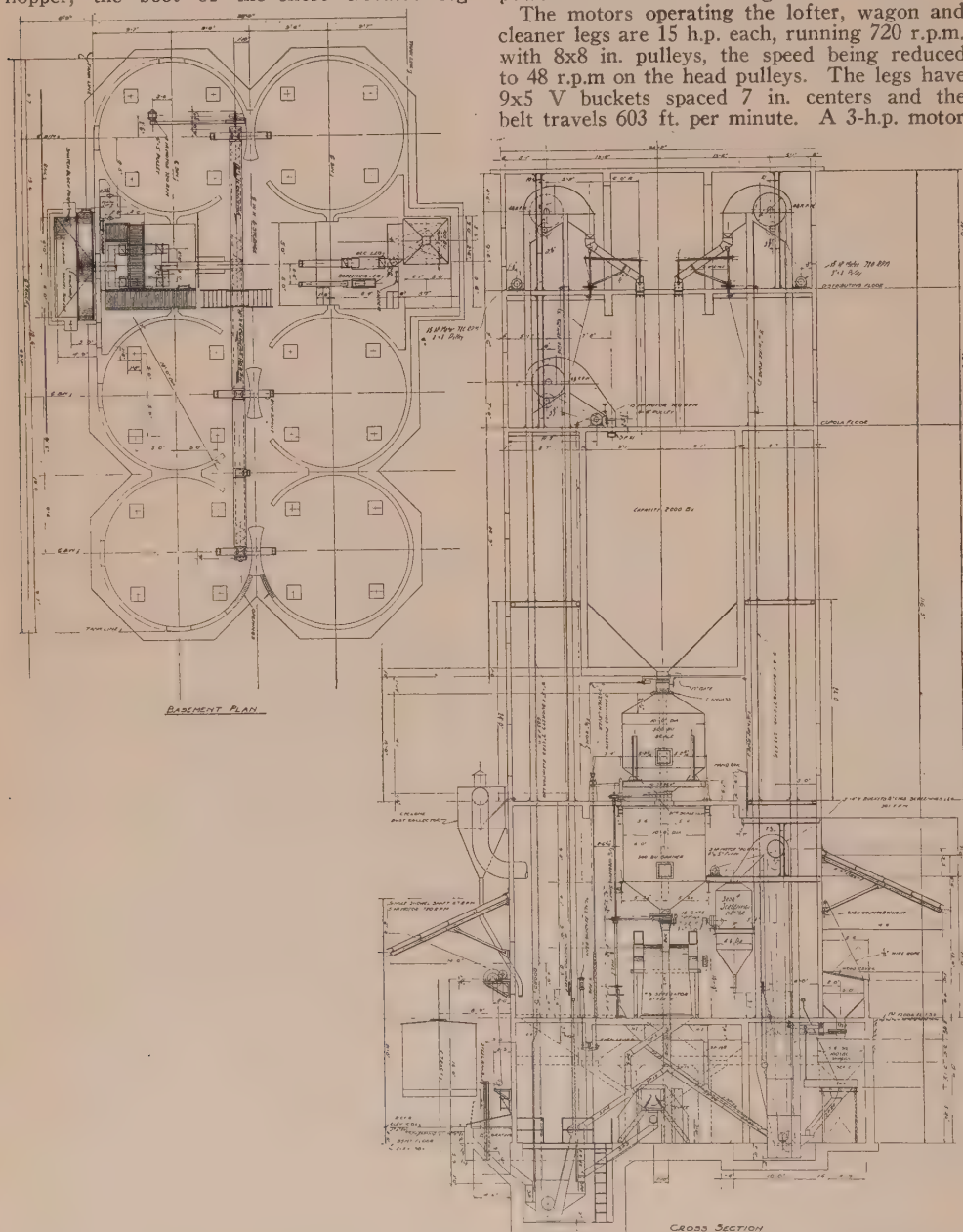
Since corn sugar is not regarded as an "added deleterious ingredient," and is not unwholesome in the sense that it is unfit for food because decomposed in whole or in part, the pertinent portion of the act which would apply to its sale is that which requires the marketing of all food products in a manner which avoids the creation of false and misleading impressions. Expressed in another way, this merely means the observation of decent, honest practices and presumes that the consumer is entitled to some degree of consideration. Whether objection is based upon the probability of the use of corn sugar as an adulterant for cane sugar, or upon its use in the manufacture of jellies, jams, marmalades, and the like, the principle is the same.

Where the consumer has a definite conception of the character and composition of certain food products, deception occurs when a sale is effected of an article of an entirely different composition, unless the label contains statements which would thoroughly acquaint the consumer with this change.

I have no objection to the use of corn sugar as such or as an ingredient in food products. I do object, however, to the sale, either as an unmixed article or as an ingredient in food, of corn sugar, or cane sugar, or any other product, when the consumer expects to get something else. My objection to this amendment is not due to any hostility toward corn sugar. I do object to the scrapping of the preeminent principle of this statute, which requires honesty in the marketing of all foods. To suspend the application of the terms of this law to foods containing corn sugar is to legalize with respect to such articles their sale in a false and misleading manner. It seems to me that before fraudulent practices are legalized, a definite determination of the emergency which justifies that course, if it can be justified, should be made.

This legislation is advanced as a farm-relief measure. The food and drugs act is not a farm-relief law and amendments to it should not be considered on that basis. The Corn Products Refining Co. claims that with the passage of the amendment an outlet for not to exceed 20,000,000 additional bushels of corn would be created. When we bear in mind that the average crop will be approximately three billion bushels, you can determine very readily the extent to which this measure would influence the price of corn on the assumption that the farmers of this country alone would derive full benefits from it. Such advantage, however, must be discounted by the knowledge that the Corn Products Refining Co. last year and in preceding years imported large quantities of Argentine corn and in all probability will do so in the future, whenever the price differential justifies it.

The legitimate, honest, and proper method of extending the use of corn sugar is to carry on a campaign of advertising, to acquaint the public with the uses to which the product can be put, and in this way create a demand for it. After it shall have become popularized the argument now made that a declaration of its presence on the label of a food product which contains it as an ingredient stigmatizes that product can no longer be seriously asserted. Should a practice established by popular consent, resulting in the preparation of food products with corn sugar instead of with cane sugar or some other sweetening agent, develop to a point where the public could expect corn sugar to be present, then the deception which exists under present circumstances would not



Basement Plan and Cross Section of 100,000-bu. Reinforced Concrete Elevator of Dominion Flour Mills at Brantford, Ont.

[See front cover page for exterior view.]

obtain. There is no necessity for the declaration of corn sugar as an ingredient in prepared articles of food in which corn sugar normally is used and the public understands that to be the case.

Paying the Farmer a Premium for High Protein.

By W. J. Kuhrt, U. S. Dept. of Agriculture.

Station Protein Survey.—To obtain information to aid them in binning wheats of generally similar protein content together, grain dealers who have been successful in solving the protein problem make a protein survey of their trade territory as soon as the new crop is mature but before the harvesting has begun. Representative samples are taken of the fields of each farmer and these samples are sent to laboratories for both protein and moisture tests. The records of these tests, together with the appearance of the wheat when delivered, assist grain buyers in properly handling the problem of binning.

Sampling of Deliveries.—The buyers next obtain a representative sample of the wheat to be sold by each patron. In obtaining such a representative sample of a farmer's wheat, it has been found essential to take a small sample from each wagonload or truck-load delivered by that farmer. Representative samples of the load are taken by probing or from the regular pan sample obtained from the end-gate as the load is being dumped. Since a dockage-free sample is desirable some dealers use a small handful, or about four ounces, of the brass-kettle sample which is secured for determining test weight. As soon as possible after taking each sample, it is placed in an air-tight metal or glass container to prevent change in the moisture content from the lot delivered.

As soon as samples have been obtained from all deliveries made by a given farmer, these samples are thoroughly mixed together and two representative samples of at least one pint each are taken and again placed in air-tight metal or glass containers suitable for mailing. One of these samples is then sent in, at the expense of the farmer, to an official testing laboratory for both protein and moisture tests. If deemed necessary the second sample is also tested for moisture and protein content as a check against the first sample.

Binning of Wheat.—In binning wheat on which protein tests are being obtained under this plan it has not generally been found necessary to "special bin" wheats of slightly different protein contents. If samples are carefully obtained and care is taken to preserve the moisture content of such samples, experience has shown that tests on car-lot shipments will, on the whole, approximate the average of the tests on individual lots of wheat. Experience of buyers, however, shows that it is not desirable to mix lots of wheat that have extreme difference in protein content, since the resulting mixture may not bring the same total premium as the individual lots would if sold separately. This is because under certain market conditions, premium values do not always change uniformly from one protein content range to another. For example, the premium increase of 14 per cent wheat over 13 per cent wheat might be greater in some seasons than the increase of 13 per cent wheat over 12 per cent. Under these circumstances there might be an appreciable loss in premiums if, for example, 15 per cent wheat were mixed with 10 per cent wheat.

To prevent such possible losses some elevator men take steps to determine, in a general way, the protein content of loads delivered before binning. The general appearance of the various lots with respect to test weight, percentage of dark, hard and vitreous kernels, and presence or absence of starchy kernels give some indication of the protein content. Some buyers also obtain information concerning the probable protein content of wheat to be delivered by various farmers by taking samples from fields and having protein tests made prior to the crop movement, as was pointed out. By these means dealers obtain some information which assists them in binning wheats of generally similar protein content together.

Relation of Moisture Content to Reported Protein Percentages.—Experience of buyers has shown that elevators which are attempting to reflect accurately premiums for protein to individual growers must keep in mind the fact that the greater part of the protein tests made of car-lot and individual samples are not comparable as reported to them, since the percentages of protein are not computed on the basis of uniform moisture content. The common practice of laboratories at present is to determine the protein content of a given weight of the sample on the basis of moisture content and dry matter "as is," that is, as received. This means that if a sample has been allowed to dry out before being tested, the weighed sample will contain proportionately more dry matter and consequently more protein than the same sample would have shown if the moisture content had remained constant.

On the other hand, if the sample as received at the laboratory contains an unusually high moisture content the weighed sample will contain proportionately less dry matter and consequently will show less protein than if the

original moisture content had been preserved. Presence of dockage may also affect both the percentage of protein and the percentage of moisture reported and is, therefore, a factor to be considered.

Some idea of the amount of variation in the percentage of protein content reported, due to variation in the moisture content of the sample received by the laboratory, may be gained from the following example: "A crude protein content of 14.1 per cent in a moisture-free sample is equivalent to only 13.1 per cent if there is 7 per cent moisture, to 12.2 per cent at 13.5 per cent moisture, and to 11.8 per cent when the moisture is 16.0 per cent. This apparent difference (2.3 per cent in reported percentages) is due solely to the basis of reporting, as the material is the same." For all practical purposes it may be assumed that a change of 1 per cent in moisture content causes a change of approximately 1 per cent in the reported protein percentage. For example, on a 12.00 per cent test a decrease of 1 per cent in moisture content would raise the reported protein test approximately .12 per cent or to 12.12 per cent. In the same manner an increase in the moisture content of 1 per cent would reduce the reported protein percentage to approximately 11.88 per cent.

If there is occasion to compare protein tests of samples containing different percentages of moisture, such tests should be corrected to a uniform moisture basis of, say 13.5 per cent, before such comparison is made. Tables for making such comparisons are contained in U. S. Department of Agriculture Miscellaneous Circular No. 28, copies of which may be obtained upon request.

Determination of Premium or Discount to Be Paid to Grower.—When the elevator manager has received reports on both the protein content and moisture content of the sample which represents the farmer's deliveries, the premium or discount is computed on the basis of the premium or discount being paid for wheat of such quality at terminal markets at the time the patron decides to sell his grain. Such information is usually obtained from daily market reports or other price quotations. In case a local price quotation service is used by the elevator as a basis for paying growers, which carries a premium for protein based upon previous car-lot shipments from each local station or upon some other method of determination, buyers acquaint themselves with the amount of the premium thus carried and make allowance for it in computing premiums and prices to be paid to growers.

If the patron desires to dispose of his grain before the official protein and moisture tests have been received, some of the elevators studied have developed the policy of paying such patrons a conservative flat rate or basic price, with the understanding that the balance due the patron after adjusting for premiums or discounts for protein, will be remitted as soon as a report on the tests has been received.

Again, if the patron decides to store his wheat, tests are obtained and premiums or discounts are paid in accordance with market conditions at the time the patron decides to sell his grain. This adds another speculative feature to the storing of grain by farmers since premium values may change. Elevators which ship and sell such stored grain before purchasing it from farmers find it desirable to accumulate stocks of owned grain of a quality similar to that shipped, in order to offset possible risks which may arise from changes in premium values.

The general plan of reflecting premiums for protein content to growers, outlined above, has been followed with satisfactory results by a group of farmers elevators studied. It is not known whether this plan would be entirely workable and satisfactory if attempted under all circumstances and conditions which prevail in the various wheat producing areas. Some modifications may be necessary to fit local conditions and managers should bear this in mind in reading this report.

Co-operative Ass'ns.

The U. S. Dept. of Agriculture has just issued Technical Bulletin No. 40, entitled "Agricultural Co-operative Ass'ns, Marketing and Purchasing," by R. H. Elsworth, associate marketing economist, division of co-operative marketing, Bureau of Agricultural Economics, containing 96 pages of statistics, tabulated, mapped and charted, covering all manner of agricultural ass'ns.

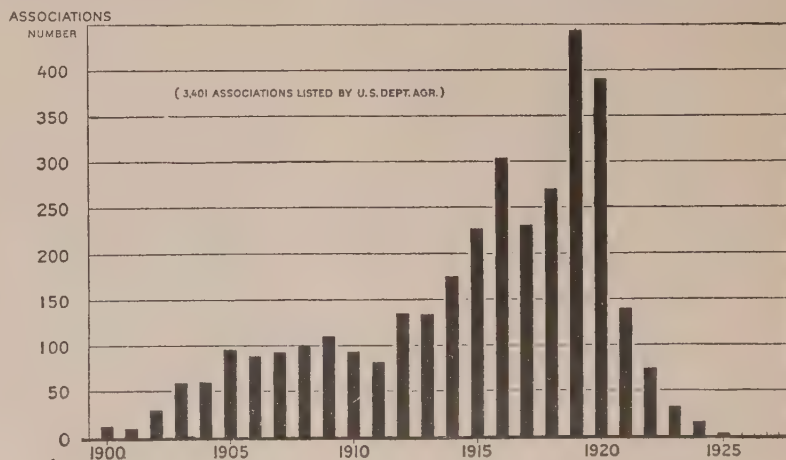
In 1915 1,637 ass'ns were handling grain, 1,708 were handling dairy products, 871 fruits and vegetables and 275 handling merchandise in farmers' stores, the total number of all classes being 5,424. In 1925 at the close of the year there were listed by the Dept. of Agriculture 10,803 farmers marketing and purchasing ass'ns which were largely co-operative. Of these 3,338 handled grain, 2,197 dairy products, 1,770 live stock and 1,237 fruits and vegetables. Illinois was credited with the most grain marketing ass'ns; Iowa had the second largest number and Kansas the third.

The grain handling co-operative ass'ns had 520,000 members in 1925. The 15 pools claimed 100,538 members.

The maximum number of new incorporations of co-operative ass'ns was organized in 1921. This was true of those handling fruits and vegetables, dairy products and grain. The number of grain ass'ns organized each year from 1900 to 1925 is shown in the chart herewith. The fact that the dairy, fruit and vegetable and live stock ass'ns showed an increase and decrease almost exactly parallel with that shown by the grain ass'ns proves that the reason for the decline in the number of grain ass'ns formed during the past five years must be sought in conditions outside of the grain business, perhaps in declining prices and rising taxes which left the farmer without capital to engage in new enterprises.

Economist Elsworth states that the average length of life of 290 ass'ns handling grain was 6.9 years. Out of 1,375 ass'ns doing business co-operatively, in all farm products, that went out of business 41 quit in less than a year, 140 quit in one year and 201 in 2 years, and that 40 per cent had quit before the end of the third year. Mr. Elsworth classifies the reasons for ceasing to function as follows: Insufficient business, 23 per cent; insufficient working capital, 24 per cent; inefficient management, 72 per cent; dishonest management, 8 per cent; too liberal credit to patrons, 17 per cent; unfair competition, 2 per cent; acts of Providence, 6 per cent; voluntary dissolution, 12 per cent, and miscellaneous causes, 8 per cent. The average amount of losses sustained is stated by Mr. Elsworth to have been \$13,800 per ass'n.

Pools to the number of 16 have been organized for grain marketing since the beginning of 1920, and Mr. Elsworth states that only 9 were active in 1925. He gives the name of each pool, the year of its organization and the number of bushels of wheat handled by each.



Grain Marketing Ass'ns Reporting Years of Organization, 1900 to 1925, Charted by U. S. Dept. of Agriculture.

Nebraska Grain Dealers Organize at Lincoln

Forty-eight country grain shippers and representatives of terminal markets gathered at the organization meeting for Nebraska grain dealers conducted at the Lincoln hotel in Lincoln, Neb., on June 29. Decision was reached to organize, officers were elected and a fund started, all present being favorably inclined and fully convinced of the benefits to the Nebraska grain trade which would follow organization.

Friday Morning Session.

The first session was called to order at 11 a. m. June 29 in one of the meeting rooms of the hotel. J. H. Adams, of Minneapolis, called for the election of a temporary chairman and Rolland F. Ireland, local lawyer and owner of a country elevator at Pawnee City, was selected. Mr. Ireland took the chair. He said:

Organization Not Restrained.

A general impression seems to be abroad that a court injunction issued in 1905, which was one of the primary factors in the disbandment of the old Nebraska Grain Dealers Ass'n, prevented organization of the Nebraska grain trade for all time. Such is not the case. I have at hand the court records of that injunction and I have diligently searched thru the statute books to learn if it were so. In neither is given any evidence preventing the Nebraska grain trade from banding together for the mutual benefits that must manifestly result as they have from the ass'ns in other states and the ass'ns of the lumber men, coal dealers, bankers, hardware men and numerous other trade classes.

The original injunction was brought under the law prohibiting price-fixing and pooling of profits. Such a law is effective in every state in the Union. But it has nothing to do with the benefits which may accrue from contact and cooperation with other dealers, arbitration to settle business disputes and the advancement of the grain producing and handling in the state.

It is questionable whether the original injunction was right and just. Had the trade fought it, a different story might have been written. But nothing therein can be construed as preventing organization of such an ass'n as we now have in mind, any more than the same statute has prevented organization of bankers, lumbermen, hardware men and other lines of legitimate business pursuit.

Nebraska needs an ass'n among her grain dealers. The strength of numbers is necessary to do the things for the individuals and the trade as a whole that the individuals cannot accomplish alone. A head is needed to assert the rights of the trade. Grain dealers are an important part of the state's commercial activities. They should be recognized.

Expression on the part of those attending was asked. Invariably each expressed himself strongly in favor of organization and offers of every possible aid were so numerous that their sincerity could not be doubted. The session was closed with the appointment of an organization com'te composed of J. H. Wright, Omaha, chairman; A. H. Bewsher, Omaha; A. L. Burroughs, Rockford; E. Bossemeyer, Jr., Superior; C. C. Sheldon, Columbus, and C. D. Sturtevant, Omaha.

Friday Afternoon Session.

The second session was opened at 2 p. m. Friday afternoon with Chairman Ireland in charge. The organization com'te had drawn up and decided upon the articles of ass'n. Mr. Sturtevant, acting for the com'te, read these thru as a whole first, then read each article and section in turn to be definitely voted upon by the dealers present. This resulted in the adoption of the following:

ARTICLES OF ASS'N.

Preamble.

We, the persons whose names are affixed hereto, and those who may hereafter be admitted to the privileges of membership in this Ass'n, do hereby agree and contract, each with the other, and among ourselves, to be bound by and keep and observe the following Articles, and such amendments and supplements thereto, and such by-laws and rules as may hereafter be adopted in accordance with the provisions of these Articles of Ass'n.

Article I—Name and Place of Business.

The name of this voluntary Ass'n, which is hereby organized not for profit, shall be the Nebraska Ass'n of Grain Elevator and Mill Operators, and its principal place of business shall be in the City of Lincoln, County of Lancaster, State of Nebraska.

Article II—Term.

This Ass'n shall continue for a period of fifty (50) years unless sooner dissolved by a two-thirds vote of its members, or by due process of law.

Article III—Objects.

The objects and purposes of this Ass'n are to inculcate principals of justice and equity in the grain trade; to acquire and disseminate valuable commercial information to its members; to facilitate the speedy adjustment of business disputes by arbitration; to secure to its members the benefits of co-operation in the furtherance of their legitimate business pursuits; to promote the general welfare of the Ass'n and its members; and to advance the general prosperity of the grain producers of the State of Nebraska.

Article IV—Limitations.

Section 1. This Ass'n shall adopt no by-laws nor pass any rules which tend in any manner to stifle competition, restrain trade, regulate prices or pool profits.

Section 2. Neither this Ass'n or any of its officers or agents shall use any coercive measures seeking to induce any person or corporation to become a member of this Ass'n, nor shall they in any manner discriminate against persons or corporations who are not members of this Ass'n.

Section 3. This Ass'n shall have no power to operate elevators, buy or sell grain, nor act as a commission merchant or broker, nor to engage in business in any other manner except as provided in these Articles of Ass'n.

Article V—Membership.

Section 1. Any person, firm or corporation interested in the ownership or operation of a grain elevator or mill, or who is a member of a regularly organized board of trade or grain exchange, may become a member of this Ass'n.

Section 2. Any person, firm or corporation engaged in any business, occupation or profession which is in any way associated with the grain business may become an associate member of this Ass'n and shall enjoy all of the privileges of membership except the right to vote and to hold office; provided, that associate members may be appointed to com'tes.

Section 3. No person, firm or corporation shall be admitted to membership in this Ass'n except by the affirmative vote of three-fourths of the whole Board of Directors.

Section 4. The Board of Directors shall have the power to establish an initiation fee, and shall have the power to levy annual dues in such sums as in their opinion are necessary for the furtherance of the objects of this Ass'n. The initiation fee and annual dues shall be the same for all classes of membership.

Article VI—Officers.

Section 1. The officers of this Ass'n shall consist of a President, and First and Second Vice-Presidents who shall be ex-officio members of the Board of Directors, and six other directors, all of whom shall be members of this Ass'n.

Section 2. The Board of Directors shall have the power to employ a Secretary and/or Treasurer, who need not be a member of the Ass'n, and whose salary shall be fixed by the Board of Directors.

Section 3. No officer or director of this Ass'n other than the Secretary shall receive any remuneration for his services, except that the Board of Directors may in their discretion authorize payment by the Ass'n of the necessary traveling expenses of any officer, director, or other representative when engaged in the business of the Ass'n.

Section 4. In case a vacancy shall occur in the office of President, First Vice-President, Second Vice-President, or member of the Board of Directors, the remaining members of the Board of Directors shall have the power to appoint for the unexpired term of such vacancy.

Section 5. The election of officers and directors shall be held at the regular annual meeting.

Section 6. The President, First Vice-President, and Second Vice-President shall hold office for one year or until their successors are duly elected and qualified.

Section 7. At the first annual meeting, two directors shall be elected to serve for one year, two for two years, and two for three years, and thereafter two directors shall be elected at each annual meeting, and directors shall hold office until their successors are duly elected and qualified.

Article VII—Duties of Officers.

Section 1. The Board of Directors shall be the governing body of this Ass'n and shall have the power to adopt by-laws and rules not contrary to these Articles of Ass'n nor the laws of the State of Nebraska, including the right to suspend or expel members for cause.

Section 2. The Directors shall not contract indebtedness in excess of the available resources of the Ass'n.

Section 3. The duties of the President, First Vice-President, Second Vice-President, and Secretary and/or Treasurer, shall be those customarily and ordinarily exercised by such officers.

Article VIII—Voting.

Members of this Ass'n may vote in person at any regular or special meeting.

Article IX—Meetings.

Section 1. The Ass'n shall hold an annual meeting at a time and place to be designated by the Board of Directors.

Section 2. The Board of Directors shall have the power to call special meetings of the Ass'n in their discretion.

Article X—Amendments.

These Articles may be amended by a majority vote of those present at any regular meeting, or at any special meeting, provided that due notice of the proposed amendments has been given to each member by mail.

Voting was unanimous in the acceptance of each of the above articles.

Com'tes.

The following com'tes were appointed:

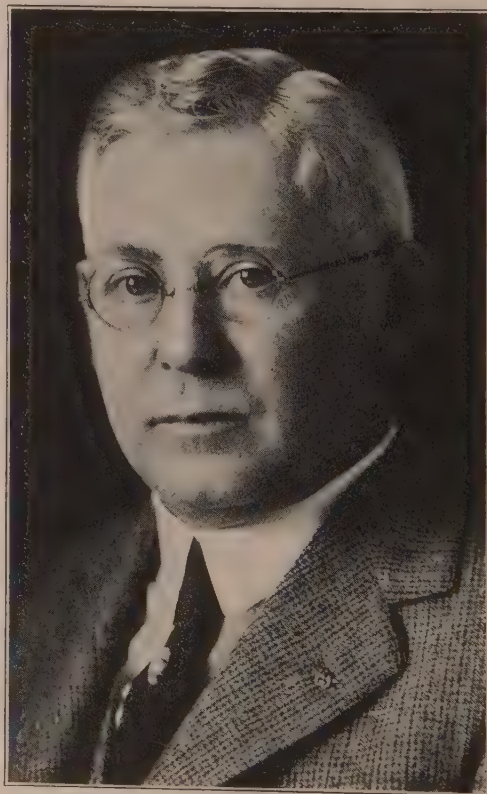
PROGRAM AND ENTERTAINMENT: Marshall C. Bruce, Kansas City, chairman; E. W. Manthey, Chicago; J. H. Adams, Minneapolis; F. H. Callen, Lincoln.

NOMINATING: T. B. King, Central City, chairman; W. T. Barstow, Lincoln; Cobe S. Venner, Havelock; H. E. Scott, Mead; L. O. Ruyle, Armour; Jno. G. Aden, Havelock; W. B. Ward, Dorchester; W. A. Fellers, Chester; J. H. Wright, A. H. Bewsher, and C. D. Sturtevant, Omaha; A. L. Burroughs, Rockford; E. Bossemeyer, Jr., Superior, and C. C. Sheldon, Columbus.

Adjourned to 6:30 p. m.

Banquet and Evening Session.

A pleasing banquet was held in the Venetian room of the hotel beginning at 6:30. After the ice-cream, coffee and cigars, everyone felt that a closing session to elect officers was in order,



Pres.-Elect T. B. King, Central City, Neb.

to complete the new organization. M. C. Bruce introduced C. D. Sturtevant, pres. of the Grain Dealers National Ass'n, to act as chairman.

Officers.

The following officers were elected: T. B. King, Central City, pres.; Rolland F. Ireland, Lincoln, 1st vice-pres.; E. L. Brown, Chester, 2nd vice-pres.

Directors for one year, Ross McGowan, Gordon; Victor Wilson, Holdrege; for two years, J. P. Larson, Laurel; Cobe S. Venner, Havelock; for three years, Bert Larson, Kimball; A. L. Burroughs, Rockford.

A handsome speech of acceptance was made by T. B. King, the newly elected pres., and by other officers, namely, Rolland F. Ireland, E. L. Brown, D. O. Milligan, H. E. Nelson, Freeman Bradford, J. H. Adams and V. E. Butler made short talks.

Mr. Butler expressed a hope that the reincarnation of the old Nebraska ass'n in the birth of the new would prove a big success and that the benefits of ass'n would accrue for the betterment of the Nebraska trade. Ass'n, he said, helps us to see ourselves as others see us and gathering together would eliminate many ills simply by getting dealers acquainted each with the other.

He expressed a belief that the dealers would soon be freed from worries about protein wheat, since the bakeries are searching every means for eliminatng the high costs of high protein flour and are conducting experiments to bake good bread from ordinary wheat flour.

W. A. Fellers told a couple of funny stories and the session was closed *sine die*.

Notes.

At the directors' meeting following the last

session, Cobe S. Venner of Havelock was chosen to act as temporary sec'y until action is taken by the Board of Directors in hiring a full time sec'y.

J. W. Holmes came from Fleming, Colo. H. E. Nelson, Federal Grain Supervisor at Omaha, was present.

Well-wishes were expressed by D. O. Milligan and Geo. W. Lueth of the Western Grain Dealers Fire Insurance Co.

Circulation of a membership form obtained 16 signatures and a pledge of \$345 as a fund with which to begin the ass'n activities.

Representatives of the Kansas City Market were F. J. Clute, M. C. Bruce, H. E. Dixon, W. R. Hanke, A. G. Gerd and F. H. Callen.

Omaha representatives were B. O. Holmquist, C. D. Sturtevant, J. H. Wright, J. Welsh, H. M. Borghoff, A. H. Bewsher and F. C. Bell.

Freeman Bradford, sec'y and traffic manager of the Sioux City Grain Exchange, was on hand greeting old friends and making new ones.

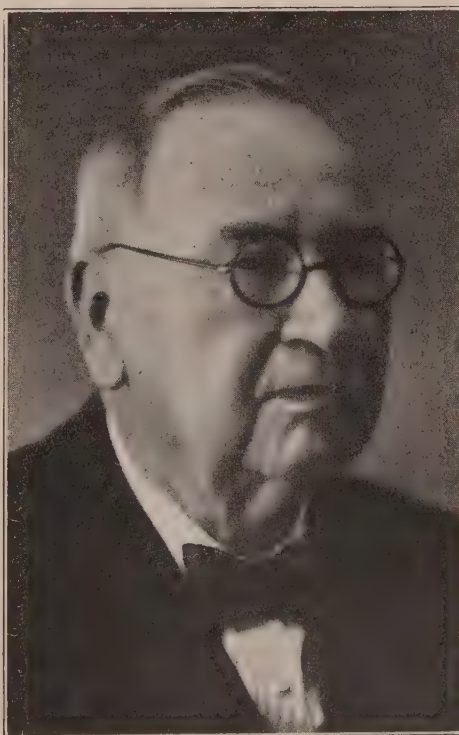
Registration was in charge of V. E. Butler and H. M. Lehr of the Grain Dealers National Mutual Fire Insurance Co., which furnished special badges for the occasion.

Among the country dealers present were Frank Baand, Strang; T. B. King, J. W. Hutchison and J. King from Central City; E. M. Kuhl, Ashland; J. G. Anderson, Saronville; H. E. Scott, Mead; R. W. Nosky, Nebraska City; H. L. Aden, Prairie Home; C. C. Sheldon, Columbus; Cobe S. Venner, Havelock; R. T. Cooper, DeWitt; W. B. Ward, Dorchester; A. L. Burroughs, Rockford; John G. Aden, Havelock; E. Bossemeyer, Jr., Superior; R. M. Campbell, Columbus; L. O. Ruyle, Armour; E. L. Brown, Chester; W. A. Fellers, Chester; A. H. Aden, Waverly.

Mr. Heffner was a charter member of the Ohio Grain Dealers Ass'n, one of the oldest state organizations. Among other charter members were Lemuel Boggs, Circleville; E. A. Grubbs, Greenville; Joe McCord, E. W. Seeds and James McAllister, Columbus.

Mr. Heffner's wife died in 1892. For the past 20 years their two sons, Harvey S. and W. Frank Heffner, have been associated with their father as partners in the firm's business.

On the occasion of Mr. Heffner's recent 86th birthday he was guest of honor at a family dinner. The portrait reproduced in the engraving herewith was made last spring.



William Heffner, Circleville, O.

Engaged in Grain Business Fifty-seven Years.

For over half a century William Heffner, president of the Heffner Grain Co., Circleville, O., has been actively engaged in the grain business. Most dealers would be ready to retire, but not so Mr. Heffner, who is as active as many men twenty-five years his junior.

Mr. Heffner was born in Fairfield county, Ohio, on June 1, 1842. His parents, Henry and Elizabeth Reigel Heffner, were members of pioneer Pennsylvania German families. He came to Circleville in 1871 and embarked in the grain business with his brother, Henry R. Heffner. He has been in business ever since and is probably the oldest man actually engaged in the grain business in Ohio.

The partnership between the two brothers existed for 55 years, terminating two years ago because of the death of Henry R. Heffner. The surviving member can relate at first hand the evolution of the grain business. He knows well its "ups and downs," having experienced both in his lifetime. Twice his firm lost everything, but undaunted each time began anew. The confidence the firm enjoyed among its patrons helped to re-establish the business. Another of the "downs" of the half century was the purchase of a mill in Brooklyn, N. Y., which proved to be a liability and nearly wrecked the firm financially.

During the period Mr. Heffner has been in business corn has sold as low as 18 cents. Farmers in Kansas burned it for fuel instead of selling it. The Heffner Bros. looking toward the future and better prices, filled all the bins in their elevator with 18 cent corn. Then they began to load cars at outlying points. Trainload after trainload of corn came to Circleville and was held in storage on side tracks of both railroads. The general trend of the market was not optimistic, but the Heffners had faith and this faith was verified the following spring when corn doubled in price.

While the Heffner Bros. were operating the Heffner Milling Co. in connection with their elevator, they were the greatest exporters of corn meal in the country. One year they exported 98,202 barrels of corn meal to the West Indies. The milling business was sold in 1918.

Overloading Cars.

By virtue of an order of the I. C. C. issued at Washington, D. C., regarding the time limit for the re-stenciling of the load limit all box car equipment expired May 1, 1928. The carriers have complied with this order as far as practical, and you will note that practically all box cars have stenciled on the box, the load limit. While the carrying capacity of many old series of cars has been raised, the minimum capacity has not been changed.

When loading cars to their load limit, be particular to deduct the weight of the grain doors. We would suggest for safety that you make deduction on the basis of 60 pounds for each grain door used. Unless you do this, and the car is weighed in transit and found to be 600 pounds over the load limit, stenciled on the car, the excess above the load limit will be taken out and disposed of to the best possible advantage, and under Note 4 of Tariff No. 5588-N Supplement No. 44, providing "that when cars are overloaded by shippers, carriers may transfer the lading for which a transfer charge of 1c per bushel will be assessed, in addition to any switching charges which may be necessary in accomplishing the transfer."

Doubtless, you will be requested by your local agent to load all cars set to your elevator to the full load limit. However, you cannot do this in justice to yourself.

Santa Fe Tariff No. 5588-N, Supplement No. 44, Note 1 provides that actual weight will apply in the following cases:

(a) When grain is loaded at point of origin to within 24 inches of roof at side walls of car for the purpose of Federal, State or Official Grain Inspection.

(c) When car is loaded to full space capacity.

When any of the provisions of this note are applicable, notation to that effect should be inserted on the B-L by shipper or agent of the carrier. Such notation should be specific indicating the grounds herein specified, actual weight should be protected.

The chief grain inspector has advised us that unless 24 inch clearance is left between the level of the grain in the car and the side walls of the roof of the car, only, car door inspection will be made.

Car door inspection means that the sampler would take a sample from the car without making the five probes as provided in the Grain Standards Act and a certificate issued to this effect and the purchaser will be allowed the privilege of inspection, not reinspection, upon the arrival of the car at the industry to which ordered. I think that shippers will quite agree with me that they cannot afford to take chances of loading all cars to their load limit.

Cars 34 and 36 foot in length, to 8 foot, 9 inches in height will not permit of loading to 70,000 lbs. and leave sufficient clearance for making the necessary inspection. We would strongly recommend that shippers refuse to load cars to their load limit unless there is 24 inches space between the level of the grain in the car and the roof, and when this is the case, be sure to make the notation on the B-L "loaded to within 24 inches of the roof." If agent refuses to sign the B-L with this notation, wire this office and we will see that he has orders to sign the bill of lading.

Some shippers using car loaders board to the roof the opening on the opposite side of the car from which they are loaded, and fail to remove this top board after loading is completed. This is a bad habit. Grain samplers in the yard finding a car boarded to the roof and nailed, quite often pass them up and make the notation "unable to gain entrance to the car." This means delay in securing samples for inspection. Other shippers using loaders fill both ends of the car to the roof and fail to board up the door openings sufficiently high to prevent grain running over the doors while in transit.—E. J. Smiley, Sec'y Kansas Grain Dealers Ass'n.

Study of Grain Trading by Futures Administration

Address by Dr. J. W. T. Duvel, Chief, Before Texas Grain Dealers Ass'n

Volume of Trading.—The first reports under the rules and regulations pertaining to the enforcement of the Grain Futures Act were received on July 9, 1923. Prior to that time regular information as to the volume of trading in grain futures was not available, and opinions regarding the volume of trading varied widely. Since the Grain Futures Administration has been in active operation this information has been compiled and made public daily so that all interests might have access to the figures showing the total volume of trading daily in each kind of grain on the various contract markets. I think it is generally recognized that this knowledge has in no way worked to the detriment of the futures markets but has resulted in a fuller understanding of their activities and functions.

During the five years that the records have been available the smallest daily volume of trading in wheat at Chicago was 4,031,000 bus. on Jan. 26, 1924, when May wheat worked thru a range of $\frac{1}{2}$ cent. The largest single day's trading in wheat was 149,581,000 bus. on March 13, 1925, when May wheat worked thru a range of $13\frac{3}{4}$ cents, with a net decline from the previous day's close of $14\frac{1}{2}$ cents. On days of relatively large volume of trading there is always a wide and abnormal movement in prices. These price movements may be either up or down. As a general rule, however, the declines accompanying a large volume of trading are more severe than the advances. This you will readily understand as being due primarily to the fact that the smaller traders, commonly known as the general public, usually enter the market on the buying side.

Open commitments in the futures contracts covering the various grains have been made available by days in reports issued monthly.

The aggregate open commitments and the changes therein from day to day afford a much better index as to what is taking place in the market than do the volume of trading figures. For example, an increase in the open commitments which is accompanied by an advance in price must result from new buying for long account. On the other hand, an increase in the open commitments accompanied by a decline in price can result only from selling for short account.

Trade gossip and market reports, attributing declines to the liquidation by tired longs, or advances to forced covering by scared shorts, have caused no little concern in the administration of the act. Such reports at best are nothing more than guesses. At times they play an important part in price movements. While much has been accomplished in restricting trade gossip of this character, the results have not been perfect so far.

The aggregate of the open commitments do not vary so widely as the volume of trading. During the past five years the open commitments in wheat on the Chicago Board of Trade have ranged from 60 million to 134 million with an average somewhere around 90 million. The low point is usually just prior to the beginning of the new crop movement. The high point is some time after stocks have accumulated at the terminals, or during periods of unusually speculative activity. The average of the open contracts in wheat on the Minneapolis Chamber of Commerce is generally somewhere around 22 to 23 million; on the Kansas City Board of Trade about 16 million.

Reports on Large Traders.—In addition to the reports showing the volume of trading and the aggregate open commitments, special reports are received each day for all accounts showing a long or short position of 500,000 bus. or more in any one future. These we term special accounts as they frequently reach considerable volume and often play an important part in price movements. With this information immediately available it has been possible, through close co-operation with the Business Conduct Com'ites of the exchanges, to prevent corners and other abuses which are likely to result from market domination by a few traders. It has been fully demonstrated that in the absence of such information effective supervision is impossible, and "post-mortems" accomplish but little except to create additional public distrust.

Reports which have been circulated rather widely to the effect that large traders have been ordered to close out their holdings are not in keeping with the facts. The Business Conduct Com'ite of the Chicago Board of Trade, however, has found it essential in order to protect the market, the small traders and the hedgers, to request traders having a large interest in the market not to increase their commitments. This has been applied to traders on both the "long" and the "short" side of the market.

Effect of Government Supervision.—If you have accepted all that has been written as to

the effect of government supervision on the volume of trading in grain futures, you are no doubt convinced that traders will neither buy nor sell under regulations requiring reports. For the six crop years from 1921-22 to 1926-27, inclusive, the combined volume of trading in wheat, corn, oats and rye futures on all markets shows a yearly average of 21,584,046,000 bus.; the first two of these years cover a period prior to the time of making reports. For these two years, the average volume of trading was 19,809,212,000 bus. For the last four years, when reports were required under the Grain Futures Act, the yearly average was 22,471,463,000 bus., an increase of little more than 13 per cent. The same relation exists when applied alone to wheat futures on the Chicago Board of Trade. The volume of trading the first two years averaged 11,269,772,000 bus. against an average of 12,299,990,000 bus. the last four years, and an average of 11,938,917,000 bus. for the six crop years. In corn futures the difference is even more pronounced. Based on Chicago alone the average trading for the four years under federal supervision was 23 per cent greater than the average for the two years immediately preceding the enforcement of the Act.

In the matter of reporting the long or the short position of accounts equalling or exceeding one-half million bushels the issue has been confused, even to a greater extent than pertains to the volume of trading. During the past five years a vast number of clippings and marked articles have passed over my desk stressing the point that persons will not take important speculative positions in the futures market under regulations requiring reports to the Grain Futures Administration. It is likewise frequently asserted that many individuals, accustomed to trade on a large scale, discontinued trading rather than submit to having their market position made known to the government. No doubt a considerable number of the members of your association have seen many of these reports and have accepted them as true. It is, of course, possible that there may be some such, but if we are to be guided by the records they do not show it. Our observation is that both men and women who are inclined to speculate in grain futures in a large way do so whenever they see the possibility of a good profit. This is their right under the law. Neither does the Act in its present form authorize the placing of any limit as to the quantity any trader may buy or sell for purely speculative purposes so long as his operations are not manipulative in character.

It hardly seems necessary to dwell upon the relationship between large scale speculative transactions in futures and price fluctuations. This point has been covered somewhat in detail in government publications which are available to any who care to have them. It has been pointed out that in 1925 May wheat future only eight traders ever accumulated 2,000,000 bus. or more, either long or short. Of these eight only five bought or sold as much as 2,000,000 bus. net on any one day. In the 1926 May wheat future there were likewise only eight traders whose market position ever reached 2,000,000 bus. or more, but these were not altogether the same eight who operated in the 1925 May future. In the 1926 December wheat future there were only five traders whose speculative interest equaled or exceeded 2,000,000 bus.

During the two year period from January, 1925, to December, 1926, there were 71 days on which one or more persons either bought or sold net 2,000,000 bus. or more. In 82 per cent of the cases prices moved in accordance with these heavy purchases or sales. There were several days on which the trading by a single individual amounted to more than 10 per cent of the total day's business in the dominant future. At one time two traders held over 30 per cent of the aggregate of the open commitments in the dominant future, which at that time was the December. This was at a time when wheat was moving freely from the farms. You will naturally conclude, as we have always been taught to believe, that these two traders were supporting the market and thereby rendering a valuable service to agriculture and to the grain and milling interests by carrying the weight of the hedges. Unfortunately, however, they were on the short side of the market, and the burden of carrying the hedges rested elsewhere.

It is conditions such as these which have led to the conclusions reached in some of our published reports, from which I quote the following: "A limitation of some kind on the size of lines, long or short, and especially on the extent of buying or selling within a day by speculative traders seems inevitable if there is to be eliminated from the market those hazards which are so unmistakably reflected as existing whenever excessively large lines are held by individuals.

* * * This will be necessary if the futures market shall best serve hedgers and others who have need of it in the process of moving grain from the farms of this country to the consumers of this and other countries."

It is recognized that future trading serves a useful purpose in affording the handlers of grain a means of protection through the hedging facilities provided thereby. At the same time a careful study of all factors involved indicates rather definitely that concentrated speculative operations on the part of a few individuals often result in both higher prices and lower prices than would prevail if futures prices were determined by a larger and more representative group. In all of these questions our aim has been to work in a constructive way in an effort to help build a grain marketing structure that will be more satisfactory to all interests.

New Hamburg Futures Market a Recognition of Need of Future Trading.

Hamburg is one of the principal grain ports of Europe and the chief German center for trading in grain both for import and for domestic purposes.

President Samuel P. Arnot of the Chicago Board of Trade, the largest grain futures market, says that the action of Germany in creating a new futures market is but another illustration of the fact that a market for hedging and a market in which commitments may be made well in advance has proved a necessity.

Cables indicate the new step was due in a measure to a desire on the part of Germany to free itself somewhat from dependence on Liverpool as the chief hedging market in Europe. But the point of general interest, in the opinion of marketing authorities, is that this latest movement toward improving marketing facilities, with the experience of the world to draw upon, recognizes that provision for futures trading must be made.

"Thirty years ago Germany carried out one of the most sweeping tests in history," says President Arnot. "There had been strong opposition to the futures and speculative markets by farm leaders. Finally Germany undertook to stop, by legislation, all speculation in farm products. A law sponsored by the Farmers' Party and enacted on the theory that speculation depresses prices, was rigorously enforced. It was in effect for several years and closely watched by economists of all leading countries.

"Instead of curbing speculation and eliminating price swings, the farmer never knew what his grain was actually worth, buyers paid only what they had to pay, prices were more depressed than ever, and finally the farmers themselves rose up and asked for repeal of the law."

"The effects of the law upon the legitimate interests have been disastrous. One class of business men, commission merchants, has wholly disappeared. Thru its important and direct connections with the provinces and foreign countries, Berlin was formerly one of the most influential markets of Europe, but since the law against grain futures went into force, it has dropped to the rank of a small provincial market.

"On the whole, the German government is thoroughly convinced of the unjustified injury legitimate commerce suffered thru prohibition of dealing in grain futures. It knows quite as well as the agrarians that this prohibition has secured for grain no better market and no higher prices."

When the farm leaders realized their serious mistake and had the law repealed and futures markets re-established, says the U. S. Consular reports, it was found that the only beneficiaries had been interior dealers who had been able to pay the farmers less and sell the grain for more than was possible under established exchanges with their futures and hedging facilities.

Since that experience, says President Arnot, Germany has fully recognized how essential futures markets are to the economical distribution of the farmers' crop, and "the creation of a new market at Hamburg is simply another step in the further development of futures market."

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CANADA

Sarnia, Ont.—It is reported that James Playfair of Midland is negotiating for the purchase of the Sarnia Elvtr. Co.

Radway Centre, Alta.—We are proposing to erect a 125-bbl. mill and a 35,000-bu. elevator in connection.—Krause Mlg. Co.

Fort William, Ont.—The Ogilvie Flour Mills Co., Ltd., has let the contract for an addition of 1,250,000 bus. to its elevator and flour plant. This will bring the total storage to 3,000,000 bus.

Bruderheim, Alta.—On Nov. 23, 1927, our mill and grain elevator burned with a loss estimated at \$65,000. The elevator was rebuilt at once with a storage capacity of 45,000. The mill will not be rebuilt.—Krause Mlg. Co.

Winnipeg, Man.—A new issue of \$2,000,000, 6½%, cumulative redeemable preferred stock of the N. Bawlf Grain Co., Ltd., was placed on the market recently. The purpose of the present financing is to retire the first mortgage bonds of the company.

Toronto, Ont.—At a recent session of the Dominion parliament an appropriation for various improvements in the government elevator at Port Colborne was passed. The amount to be expended is about \$25,000, which will be used in replacing old machinery.

Vancouver, B. C.—A market in grain futures will be established here, according to a recent decision of the Merchants Exchange. It will be known as the Grain Exchange Clearance Ass'n. Ltd., and membership will probably be confined to members of the grain division of the Merchants Exchange. The action is designed to place Vancouver on a par with Winnipeg and other world wheat centers as far as trading advantages are concerned.

Fort William, Ont.—The Searle Elvtr. Co. is completing a large storage plant, the Pegles Construction Co. doing the work. A Randolph Direct Heat Drier is being installed in a special building so constructed as to operate independently of the remainder of the elevator equipment. This plant has storage for damp wheat above the drier and storage for dried grain underneath the cooler. Attached to this same building is the furnace room which furnishes the direct heat for the drying of grain.

COLORADO

Agate, Colo.—The Conley-Ross Grain Co. is building a 10,000-bu. elevator.—D. M. Sultz.

Briggsdale, Colo.—H. B. Hoffman was retained as manager of the Farmers Co-op. Elvtr. Co. at the recent annual meeting.

LaSalle, Colo.—The LaSalle Elvtr. Co. has taken over the elevator formerly operated by the LaSalle Co-op. Exchange. Robert Chestnut is pres., C. E. Goodner sec'y-treas., and general manager. We are building a new warehouse and grinding room to take care of the local feed trade and will also make repairs thruout the plant.—C. E. Goodner.

Denver, Colo.—L. H. Connell and Rex Houlton have formed the Houlton-Connell Grain Co. with offices in the Cooper Bldg. and will do a general grain and commission business. Rex Houlton has conducted the Houlton Grain Co. for the last eight years and before that time was engaged in the grain business in Omaha. He is a past director of the Denver Grain Exchange and is well liked and favorably known in this entire territory. Mr. Connell has been connected with the Colorado Mlg. & Elvtr. Co. since leaving college 16 years ago and for the past eight years ass't manager of the Rocky Mountain Grain Co., which is the grain department of the Colorado Mlg. & Elvtr. Co. He is past pres. and treas. of the Grain Exchange and served as director for a number of years, also a director of the Grain Dealers National Ass'n.

ILLINOIS

Denver, Ill.—The Denver Co-op. Elvtr. is building a warehouse.

Seaton, Ill.—The Farmers Grain Co. is considering installing a feed mill.

Lovington, Ill.—The elevator of the late Paul Kuhn has been closed temporarily.

Ancona, Ill.—Conrad Linder has bot and taken possession of the Ancona Grain Co.

Peoria, Ill.—Davis Bros. & Potter have moved their Galesburg office to Peoria.—E. W. Davis.

Villa Grove, Ill.—The Farmers Elvtr. Co. is replacing its frame office building with one of brick.

Gibson City, Ill.—The grain trade of the Gibson City territory held a meeting the evening of June 29.

Gilman, Ill.—L. M. Walker of Ridgeville has bot and taken possession of the business of F. W. Stine & Co.

Princeton, Ill.—The machinery in the Dole Elvtr., operated by the E. W. Hopkins Grain Co., is being repaired by Geo. W. Quick & Sons.

Greenview, Ill.—The Fernandes Grain Co. of Springfield has leased the elevator of the Farmers Grain Co. and placed E. E. Rousey in charge.

Rapatee, Ill.—Sam Kastner, who has had charge of the elevator and mill of the Farmers Co-op. Ass'n, has taken over and will operate the plant.

DeKalb, Ill.—John L. Murphy has been appointed receiver for the firm of Ed. Conlin, Inc. There are also elevators at Maple Park and Courtland.

Maxwell, Ill.—W. R. Turnbull has completed his 20,000-bu. elevator which was erected to replace the one which was destroyed by a tornado a year ago.

Shirley, Ill.—The Farmers Grain & Coal Co. is repairing its driveway and installing a Kewanee Lift. The work is being done by Geo. W. Quick & Sons.

Astoria, Ill.—The Farmers Grain & Service Co. has been dissolved and a new company, known as the Farmers Elvtr. Co., has been formed to succeed it.

Stronghurst, Ill.—We are putting in a Clow-Winter Drive and making some minor improvements.—Glen D. Marshall, mgr., Stronghurst Grain & Merchandise Co.

Covell, Ill.—The Covell Farmers Grain Co. has installed a new 10-ton truck scale, the work of installation being done by the Superior Scale Co.—William J. Dixon, mgr.

Streator, Ill.—The regular monthly meeting of the grain trade of the Streator territory was held at the Plumb Hotel the evening of June 28. "Ike" Barrett was chairman of the meeting.

Decatur, Ill.—H. L. LeGrand has succeeded J. C. Freeman as manager of the local office of the Shaffer Grain Co. Mr. Freeman is now manager for J. H. Dole & Co. at Champaign.

Jacksonville, Ill.—Grain dealers of the Jacksonville territory met at the New Dunlap Hotel the evening of July 2. Dinner was served preceding the usual discussion of trade problems.

Mansfield, Ill.—D. W. Jones of Kankakee has bot the 60,000-bu. elevator of the Farmers Elvtr. Co. The elevator has been closed since last fall, but will be put in operation by the new owner.

Keensburg, Ill.—French Bros. of Bellmont have bot the elevators of Schultz & Bump at Keensburg and Cowling. The partnership of the new company for the purchase of the two elevators was effected at the same time by the sale of half interest by B. French, Jr., in his business at Bellmont to his brother, Fred French. Chas. Schultz will remain with the new firm for a short period.

Kirkland, Ill.—The elevator operated by John McQueen as the Kirkland Sheep Feeding Yards burned recently with a loss of \$50,000, covered by insurance. The fire was caused from a bolt of lightning. The elevator was owned by the Chicago, Milwaukee, St. Paul & Pacific Railroad.

CHICAGO NOTES.

D. W. Fishell is now associated with Charles Sincere & Co.

L. Crane and R. J. Levy have applied for membership in the Board of Trade.

Bridge & Leonard are moving to the Old Colony Bldg. at 401 S. Dearborn St.

A. F. Geahart has been suspended from the privileges of membership in the Board of Trade for default.

A Board of Trade membership sold June 27 at \$12,250 net to the buyer, a decline from the recent peak of \$17,500.

The directors of the Board of Trade have set the rate of interest for July on advances on Bs/L at 6% per annum.

E. Newman & Co. are moving their office to 524 South Clark St., ground floor. The branch office at 327 South LaSalle St. will continue to be operated.

Board of Trade members voted on June 27 to make No. 3 white oats deliverable on future contracts at 1½c discount, instead of 3c discount as heretofore. The vote was almost unanimous. The change will be made Sept. 1.

The directors of the Board of Trade have declared regular for delivery the same 12 houses that were regular the past year, for the year beginning July 1. The houses are operated by the same owners and the total capacity is 19,130,000 bus.

Floyd K. Smith, son of Charles Head Smith, a member of the Board of Trade, has been named as alternate pilot in the round-the-world air tour to start from Chicago Aug. 15. The flight, under the command of Leigh Wade, who had charge of the first world tour of army planes in 1924, is being financed by a group of LaSalle street brokers and will be completed in less than 15 days.

Adolph J. Lichtstern died July 6 from cerebral hemorrhage following an attack of paralysis two weeks ago. Mr. Lichtstern was very active in the futures market 20 years ago on his own account and in the course of his operations at one time accumulated a great store of cash wheat and fought the warehousemen in the courts. His holdings were merchandised in a spectacular way by the late James S. Templeton.

The following have been admitted to membership in the Board of Trade: George F. Wynn; L. Stanley Kahn, New York City; Orlando B. Saner; Clarence J. Blaker, New York City; Allen F. Moore, Monticello, Ill.; William E. Ullmann, Elmhurst, Ill.; Jeffrey S. Granger, New York City; Robert J. Watt; Claude A. Malden, Winnipeg, Man.; Jonathan A. Hodgson, Montreal, Que.; H. Lee Early, Cincinnati, O.; John F. Wickenhiser, Toledo, O. The following memberships have been transferred: Estate of Charles H. Countiss, Elmer L. Luibel, Arthur C. Wolfe, John C. Pitcher, William F. Fisher, William K. Mitchell, William J. Creitz, Charles O. Lamy, Burford L. Porter, estate of Abraham Bernhard, estate of John Wickenhiser, Clarence H. Fox.—Fred H. Clutton, sec'y, Board of Trade.

INDIANA

Burrows, Ind.—W. C. Smock & Son have installed a J-B Feed Mill.

Buck Creek, Ind.—The L. & S. Grain Co. has installed a J-B Feed Mill.

Eaton, Ind.—The Stiefel & Levy Elvtr. Co. is building a five-bin coal shed.

Summitville, Ind.—The Hinshaw Grain Co. has installed a new truck dump.

LaCrosse, Ind.—The Arndt Grain Co. has succeeded the Arndt-Weinkauff Grain Co.

Brazil, Ind.—Samuel Stigler has been appointed receiver for the Farmers Elvtr. Co.

Kentland, Ind.—The Ainsworth-Boone Co. will rebuild its seed corn warehouse which burned recently.

Levey (Carlisle p. o.), Ia.—Fred L. Randleman was appointed the new manager of the Levey Grain Co., relieving W. O. Hardin.—Art T.

Butler, Ind.—Noragon & Sons are installing a McMillin Wagon and Truck Dump in their plant.

Jonesville, Ind.—The elevator of J. P. Sohn has been closed temporarily. Mr. Sohn's son, Albert Sohn, who has been managing it, has accepted a position as an automobile salesman at Columbus.

Peru, Ind.—We are getting started in our repair work which will include a general overhauling of the plant, new McMillin Dump, new grinder and rearrangement of interior of house. Will add a chicken feed mill and mixer later in the year.—Peru Grain & Coal Co.

Marshfield, Ind.—I have bot the interest of Albert G. and Charles Betts in the elevators operated by Seeger & Betts at Marshfield, Johnsonville (Marshville p. o.), and Hedrick, Ind., and Thomas, Ill. The same will be run under the name of Ura Seeger with headquarters at Marshfield.—Ura Seeger.

IOWA

Milford, Ia.—The elevator of Stockdale & Hankins has been repainted.

Sheldon, Ia.—John Teeslink has resigned as manager of the Quaker Oats Co.

Wesley, Ia.—The Farmers Co-op. Society is building a new office with basement.

Williamsburg, Ia.—The elevator of Harris & Son is being repainted and repaired.

Clare, Ia.—The Farmers Elvtr. Co. has renewed articles of incorporation for 20 years.

Woodward, Ia.—Schaal Grain Co. is installing a new Fairbanks Morse Truck Scale.—A. T.

Fonda, Ia.—Members of the grain trade tributary to Fonda will meet here Friday evening, July 13.

Northwood, Ia.—The elevator of the Farmers Co-op. Co. will be painted or re-sided this summer.

Melvin, Ia.—The Farmers Elvtr. Co. has remodeled its office and painted the interior a light color.

Rock Valley, Ia.—Owen Manning was re-elected manager of the Farmers Elvtr. Co. at a recent meeting.

Algona, Ia.—E. R. Rising has installed a feed mixer in his elevator and plans to install a truck dump soon.

Dakota City, Ia.—J. F. Miller has installed a new belt and cups in his elevator. He is contemplating additional storage.

Ossian, Ia.—Glen Oylo has bot the Ossian Elvtr. It has been rented by H. O. Holley, the former owner, who will operate it.

Toeterville, Ia.—The elevator and feed plant of H. D. Mundt is being remodeled, the work being done by the Hickok Construction Co.

Ewart, Ia.—The local elevator burned recently and we are considering building a new one.—J. L. Spooner, mgr., Fullerton Lumber Co.

Callender, Ia.—Nels Pearson has resigned as manager of the Callender Grain Co., effective Aug. 1. He will be succeeded by Albert Rustabakka.

Sioux City, Ia.—William Slaughter, aged 70 years, who was engaged in the grain and milling commission business for a number of years, died recently.

Algona, Ia.—The Godden & MacDonald Elvtr. Co. has dissolved partnership and Mr. MacDonald has taken over the business. Mr. Godden is farming.

Algona, Ia.—Grain dealers of this territory will meet Thursday evening, July 12, at the Hotel Algona at 7 p. m. There will be a banquet followed by discussions.

Hartley, Ia.—The plant of the Huntting Elvtr. Co. was destroyed by fire Friday, July 6. It was said that combustion of oats in the elevator was the cause.—A. T.

Livermore, Ia.—The North Iowa Grain Co. is installing a Strong-Scott Dump and a Fairbanks Scale in its elevator. The T. E. Ibberson Co. is doing the work.

Madrid, Ia.—Soderlund Bros. have just recently installed a Bauer Hammer Mill with an 85-h.p. engine for power. The new mill started operations June 29.—Art Torkelson.

Harcourt, Ia.—Frank Larson, second man at the Farmers Elvtr. Co., died unexpectedly recently from heart failure. His son, Alvin Larson, will succeed him at the elevator.

Livermore, Ia.—The North Iowa Grain Co. plans to build new coal sheds at its local plant.

Midland (Rock Rapids p. o.), Ia.—Ed Gaster is now manager of the local elevator of the Quaker Oats Co. He was formerly manager of the Hubbard & Palmer elevator at Ashton.

Valeria, Ia.—James More, who is employed in the elevator of John Gannon, has been released from the hospital where he has been for several weeks, following a fall in the elevator.

Quimby, Ia.—Weart & Lysaght of Cherokee have bot the Heywood Lumber Co. and now own both lumber yards and also operate an elevator here.—Art Torkelson, with Lamson Bros. & Co.

Estherville, Ia.—George Anderson of the B. B. Anderson Co. recently returned from Rochester, Minn., where he underwent a serious operation. He is up and around but not active in the business at this time.—A. T.

Nemaha, Ia.—The Independent Farmers Elvtrs. have been sold to the Davis Grain Co. of Fort Dodge, the consideration being \$16,000. The elevators were owned by Albert Winkler and C. Orville Lee of Sac City.

Durant, Ia.—Richard Denkmann had his foot badly injured recently when he caught it in a worm conveyor at the elevator of Fred Denkmann. Four of the small bones in the foot and a large bone in the ankle were broken.

Fort Dodge, Ia.—The Grain & Mill Supply Co., Inc., incorporated; capital stock, \$25,000, to operate a grain elevator and do a business in flour and feed; by T. G. Lewis, pres.; W. H. Hubbard, vice-pres.; G. F. Neel, sec'y-treas.

Buckingham, Ia.—The Farmers Elvtr. Co. recently bot the coal, sand and cement business of the Page Lumber Co. A new scale and electric truck dump will be installed. O. W. Minnis was re-elected manager at the recent annual meeting.

Sioux City, Ia.—John E. Bohn, federal grain supervisor in Memphis, Tenn., will come to Sioux City as federal grain supervisor to succeed Ralph C. Wright. Mr. Wright was transferred July 1st to the federal grain supervision office in Kansas City.—A. T.

Storm Lake, Ia.—I. B. Hunt has resigned as local manager of the office of James E. Bennett & Co. and has taken a 10-year lease on a hotel at Rockwell City. C. E. Lowry, who has been ass't manager of the company's offices in Sioux City, will succeed Mr. Hunt.

Luverne, Ia.—A corn crib owned by Sanford & Lindeback caught fire early Friday a. m., July 6, and was partly destroyed. It is believed that sparks from an engine passing thru early in the morning were the cause. The local fire department soon had the blaze under control and the loss will be small.—Art Torkelson.

Orange City, Ia.—Dick Vander Berg, for many years manager of the Farmers Elvtr. Co., recently suffered a nervous breakdown. This was brot on by worry over the fact that his automobile ran over and caused the death of a little girl who ran out from behind another car which was standing at the curb. He was taken to the state hospital at Cherokee June 15.

Vinton, Ia.—The grain and coal business owned by the estate of W. A. Bryant & Sons Co. of Cedar Falls and for a great number of years leased to Spike & Co. has been purchased by J. K. Spike and will continue under the name of Spike & Co. This was the last grain elevator owned by the Bryant estate which 30 years ago was one of the largest buyers and shippers of grain in eastern Iowa.—Spike & Co.

Winterset, Ia.—We have just installed a new Type "S" Fairbanks Morse Scale with type registering beam, of 12½ ton capacity, and built an ornamental housing extending three feet over the platform all around which will give the scale considerable protection from the weather. Have also installed a Western Gyration Corn Cleaner with ball bearings, built a new dust house of big capacity over the driveway and enlarged the cob house. New buckets have been placed on the corn leg and all spouting replaced with new on the work floors. All bins in the storage annex have also been re-lined with six-inch flooring and hoppers bottoms covered with flat iron. All motors have been overhauled, roofs painted with red lead, and plant thoroly gone over and put in first-class condition. The Williams Construction Co. was in charge of the entire job, which cost about \$3,000.—M. Young, Jr., Sec'y-Treas., M. Young & Co.

Colo, Ia.—The North Iowa Grain Co. has completed its new warehouse and office building. New motor power, head drives, storage bins and equipment were installed in the elevator. The T. E. Ibberson Co. did the work.

Sioux City, Ia.—Plans and specifications for a 500,000-bu. addition to the Terminal Grain Corporation's elevator have been completed by Horner & Wyatt, consulting engineers. With the addition the Terminal concern will have total storage of 1,250,000 bus. The addition will consist of 14 round tanks, each 19 ft. 7 in. in diameter, 103 ft. 3 in. high, and 18 interstice bins.

KANSAS

Otis, Kan.—The Larabee Flour Mills Co. has bot the Farmers Elvtr. Co.

Bellefont, Kan.—The plant of the Grain Belt Elvtrs. has been overhauled.

Kendall, Kan.—We are considering building a small elevator.—Jones & Jones.

Copeland, Kan.—The Co-op. Equity Exchange has installed a new head drive.

Bellefont, Kan.—The Offerle Farmers Co. has built a new office and coal shed.

Wright, Kan.—The Grain Belt Elvtr. will be reopened to handle the new crop.

Spearville, Kan.—The Grain Belt Elvtrs. plan a new driveway for the local plant.

Blue Mound, Kan.—The Farmers Co-op. Ass'n plans to install a corn sheller.

Page City, Kan.—The 10,000-bu. elevator of L. E. Gridley is nearing completion.

Albert, Kan.—Ron Daniels of Hanston is the new manager of the Farmers Elvtr. Co.

Norton, Kan.—The plant of the Johnson Grain & Coal Co. was damaged by fire June 26.

Barnes, Kan.—I am planning to install a truck lift in the near future.—M. Brubaker.

Hannum, Kan.—A new truck lift has been installed in Bossemeyer Bros. elevator here.

Hiawatha, Kan.—A group meeting of the Kansas Grain Dealers Ass'n was held here July 6.

Jewell City, Kan.—The elevator of the Farmers Union is being covered with galvanized iron.

Paradise, Kan.—The plant of the C. E. Robinson Elvtr. Co. was damaged by windstorm on June 21.

Natrona (Preston p. o.), Kan.—The elevator which Mr. Harkrader recently bot is being remodeled.

Dodge City, Kan.—The Dodge City Co-op. Exchange is installing two 17,000-gal. tanks for bulk gas.

Wright, Kan.—The Larabee Flour Mills Corporation has bot the local elevator of C. D. Jennings.

Bird City, Kan.—T. H. Taylor of Hudson, Colo., is now manager of the Equity Union Grain Co.

Spearville, Kan.—The Bowersock Mill & Power Co. has completed a new warehouse and coal sheds.

Linn, Kan.—We are remodeling our elevator and installing a pneumatic truck dump.—Fred J. Slipsager.

Hudson, Kan.—The Stafford County Flour Mills Co. is giving its elevator and mill a coat of white paint.

Salina, Kan.—The plant of the Shellabarger Terminal Elvtr. Co. was damaged by windstorm June 22.

Sharon, Kan.—The elevator of the Larabee Flour Mills Corp. has been remodeled and covered with metal.

Sylvan Grove, Kan.—Joe Reid of Dwight has succeeded B. R. Clark as manager of the C. E. Robinson Grain Co.

Wright, Kan.—The Wright Co-op. Exchange is installing ball bearings, pneumatic car mover and other machinery.

Maple Hill, Kan.—Harry Anderson of Denison has succeeded Ray O. Vernon as manager of the Farmers Union

Belleville, Kan.—A new 10-ton Fairbanks Scale has been installed by E. A. Fulcomer & Son.—Paul J. Fulcomer.

Morganville, Kan.—A manlift has been installed and general repairs made in my elevator.—Anton E. Peterson.

Day, Kan.—The J. M. Decker elevator has been covered with sheet iron and roller bearings have been installed.

Herkimer, Kan.—We are considering the installation of a truck lift.—Herman Minge, Co-op. Stock & Grain Co.

Abilene, Kan.—We contemplate the installation of blower grain loading apparatus at our elevator.—Security Flour Mills Co.

Garden Plain, Kan.—John Koob is manager of the elevator which the Consolidated Mfg. Co. recently bot of the Kansas Mlg. Co.

Greenleaf, Kan.—We have just completed installing a truck lift.—L. G. Eaton, Washington County Farmers Union Co-op. Ass'n.

Barnes, Kan.—We are considering installing a truck lift.—Ora Scholfeld, mgr., Washington County Farmers Union Co-op. Ass'n.

W. O. Sands of Hutchinson, Kan., has succeeded R. E. Lawrence as sec'y of the Farmers Co-op. Grain Dealers Ass'n of Kansas.

Pawnee Rock, Kan.—The Consolidated Flour Mills Co. has bot the elevator of L. R. French who will remain in charge as manager.

Hutchinson, Kan.—E. J. Minshall and A. P. Haury have been admitted to membership in the Board of Trade.—Sec'y C. W. Colby.

Washington, Kan.—The Washington County Farmers Union Co-op. Ass'n plans installation of a hammer mill this fall.—C. E. Worthen.

Herkimer, Kan.—An electric truck hoist is being installed in the elevator of the Herkimer Co-op. Business Ass'n.—Martin Raemer, mgr.

Salina, Kan.—Mrs. D. S. Shellabarger, mother of L. C. Shellabarger, pres. of the Shellabarger Mills & Elvtr. Co., died at Decatur, Ill., recently.

Atchison, Kan.—Construction of the new storage tanks at the plant of the Blair Mlg. Co. has been completed, adding 200,000 bus. of capacity.

Kiowa, Kan.—H. R. Hensley has resigned as manager of the O. K. Co-op. Elvtr. Co. and is now associated with the Farmers Co-op. Commission Co. at Wichita.

Wichita, Kan.—B. C. Christopher & Co. are opening an office in Wichita with W. J. Kopp in charge. The firm has applied for membership in the Board of Trade.

Salina, Kan.—Machinery is being placed in the new concrete 500,000-bu. terminal elevator of the Weber Flour Mills Co. The house will be ready to receive wheat by July 10.

Clifton, Kan.—E. C. Kirkpatrick, manager of the Farmers Union Co-op. Shipping Ass'n, has been ill for several months. J. H. Meenen is managing the business in his absence.

Oakhill, Kan.—The C. E. Robinson Elvtr. Co. has taken over the elevators of S. R. Hutcheson and the Farmers Mercantile Grain & Supply Co.—C. B. Latto, C. E. Robinson Elvtr. Co.

Palmer, Kan.—We have just completed installing a pneumatic truck lift. Recently we covered the elevator with metal and installed four roller bearings.—C. L. Young, agt., J. M. Decker.

Olmits, Kan.—We are installing two electric motors, one 7½-h.p. to hand to the leg, and one 10-h.p. which will take care of the cleaner and air blast loader.—A. T. Wilson, mgr., Farmers Union Co-op. Ass'n.

Turon, Kan.—We have just completed an extra 25,000-bu. storage addition to our plant. We averaged 18 hours running the mill last year. The outlook this year is better.—John R. Reed, Turon Mill & Elvtr. Co.

Cunningham, Kan.—I have been transferred to Cheney, Kan., by the Bowersock Mills & Power Co., whom I have represented at this place for the last three years. J. B. Baber has been placed in charge here.—Arthur Kinder.

Oketo, Kan.—We recently put a new floor and a steel grate in the driveway of our elevator. Now we are figuring on electric power and plan installation of a motor.—Clarence Saathoff, mgr., Farmers Union Co-op. Ass'n.

Waterville, Kan.—We are installing a Kewanee Truck Lift for our truck business, leaving the old logs for the wagons. If corn prospects warrant, we will put in another Kewanee this fall.—A. C. Whiteside, Whiteside Grain Co.

Linn, Kan.—We are installing a Fairbanks 10-ton Truck Scale and a Kewanee Truck Lift. This fall we plan to install a feed grinder. I am now manager here, replacing H. H. Gausman, who has taken charge of an elevator at Hanover.—J. F. Jandera, Farmers Co-op. Elvtr. Co.

Vining, Kan.—A truck lift is being installed by the Vining Grain Co.—John Ritter, mgr.

McCracken, Kan.—We are building an elevator of 10,000 bus. capacity. The Van Ness Construction Co. is the contractor. The frame is up and we expect to have it ready to run in about three weeks. It will be equipped with up-to-date machinery.—F. L. Snodgrass, mgr., Humburg Lumber Co.

Waterville, Kan.—The Waterville Grain Co. has been organized and has leased the elevator of the Waterville Farmers Grain & Livestock Co. Possession was taken June 27. We hope to install a truck lift, at least in time for the corn crop. I am the present manager.—J. W. Gifford.

Raymond, Kan.—The Raymond Grain & Supply Co. has been sold to the Raymond Grain Co. The new owner has installed a Strong-Scott Air Dump, Enclosed Fairbanks-Morse 7½-h.p. Motor and direct head drive. The new company will be managed by L. W. Heaton who is replacing C. W. Doan, former manager.—Raymond Grain Co.

Clifton, Kan.—C. E. Wyman, formerly operating an elevator at Morrowville, has moved to Clifton to join his partner, J. J. Smith, in operating the elevator they bought from the Coates Grain Co. last February. This elevator is being remodeled for more convenient operation. Among the new equipment being installed is a manlift, a Richardson 4-bu. Automatic Scale, and a Kewanee All Steel Truck Lift.—J. J. Smith, Wyman-Smith Grain Co.

Morrowville, Kan.—Geo. Rose has leased the elevator owned by the farmers here, formerly under lease by J. H. Huyck. He took charge July 1. Mr. Huyck has leased the old Duff elevator owned by C. E. Wyman and took possession June 18. Mr. Wyman has moved to Clifton to take charge of his elevator there. New spouting and general repairs, including painting, has been effected on the elevator leased by Mr. Rose to put it in proper shape for the season ahead.—Geo. Rose.

New members of the Kansas Grain Dealers Ass'n are: H. W. Carlson, Iuka; J. J. Ontjes Grain Co., Lyons; Farmers Grain & Supply Co., Great Bend; J. E. Raines Grain Co., Preston; Home Grain Co., Cheney; H. S. Darr & Co., Lakin; Lorraine Grain, Fuel & Supply Co., Lorraine; Farmers Union Co-op. Mercantile & Elvtr. Co., Valley Center; Nora Grain & Lumber Co., Nora, Neb.; Farmers Union Elvtr. Co., Red Cloud, Neb.; Farmers Elvtr. Co., Hubbell, Neb.; G. J. Ingman, Vermillion; L. J. Kiou, Norcatur; Pigeon Bros., Mt. Clare, Neb.; Osborne County Farmers Union, Osborne; Farmers Co-op. Ass'n, Prairie View; Selkirk Grain & Implement Co., Selkirk; Co-op. Elvtr. Co., Burlingame.—Sec'y E. J. Smiley.

MARYLAND

Baltimore, Md.—J. Walter Gressitt has applied for membership in the Chamber of Commerce.

MICHIGAN

Melvin, Mich.—The Kerr Hay & Grain Co. is rebuilding its elevator which burned two years ago.

Vicksburg, Mich.—Lowe Bros. have bot the elevator and mill of Edward H. Miner. The elevator will be remodeled.

Shepardville, Mich.—The anti-friction bearings which Bullard & Sons recently installed, as reported in the last issue, were SKF Bearings.

Kawkawlin, Mich.—The Kawkawlin Bean & Grain Co. has equipped its plant with a McMillin Wagon and Truck Dump, the same to be motor driven.

Gaines, Mich.—It was Fairbanks Fully Enclosed Self-Ventilated Motors that H. Frutchev installed in his plant, report of which was made in the last issue.

MINNESOTA

Owatonna, Minn.—W. H. Koch plans to repaint his elevator this summer.

Elmore, Minn.—The Farmers Elvtr. Co. is considering installing a feed grinder.

Goodhue, Minn.—J. F. Barry has been re-elected manager of the Goodhue Elvtr. Ass'n.

French (Fergus Falls p. o.), Minn.—The French Trading Co. will discontinue business.

New Richland, Minn.—The New Richland Elvtr. Co. is considering installing an attrition mill.

Owatonna, Minn.—The plant of the Owatonna Farmers Elvtr. & Mercantile Co. was re-wired recently.

Stephen, Minn.—H. Ostby who recently bot the Gillespie Elvtr. will operate as the Stephen Grain Co.

Renville, Minn.—The Farmers Elvtr. Co. has bot the Nelson Elvtr. near its plant and will install a feed mill.

Mountain Lake, Minn.—The Farmers Elvtr. Co. has built an addition to its elevator which will be used as a warehouse.

Pipestone, Minn.—J. E. Arnold is now manager of the Monarch Elvtr. Co., succeeding G. A. Harris who has entered another line of work.

Zumbro Falls, Minn.—The directors of the Farmers Elvtr. Co. have taken over the elevator property which has been leased to John Nelson for the past year.

Northfield, Minn.—The Farmers Elvtr. Co. has installed a Strong-Scott Dump, a 10-ton Fairbanks Scale and a coal scale. The Hickok Construction Co. made the installation.

Dundas, Minn.—The Farmers Elvtr. Co. of Northfield has installed a Strong-Scott Pneumatic Dump and a 10-ton Fairbanks Scale, the work being done by the Hickok Construction Co.

Hanley Falls, Minn.—Henry Forsand, who has been manager of the Hanley Falls Farmers Elvtr. for 15 years, has resigned and will be succeeded by Norman Bestland. Mr. Forsand has bot a half interest in the Echo Mlg. Co. at Echo and will have the active management of that company.

MINNEAPOLIS LETTER.

Chas. H. Sanborn, aged 61 years, vice-pres. of the Russell-Miller Mlg. Co., died at the Minneapolis Club June 30 as he sat visiting with friends.

Harry Van Avery won low gross honors in the Chamber of Commerce golf tournament recently. He shot a 78, five over par. Walter Jaffray was second with 83 and Shreve M. Archer was third with 85. Mr. Archer won the event last year with 77.

The Ralston Purina Co. will install a Randolph Direct Heat Drier in their new plant. This drier will be of the continuous flow type with automatic discharge and automatic temperature cooler. The air used for this equipment is furnished by individual fans for both drying and cooling.

Negotiations have been completed for the purchase of a controlling interest in the Van Dusen-Harrington Co. by F. H. Peavey & Co. The transaction links together two of the largest grain houses in America, the combined capital of the two being \$17,000,000. Purchase of the control of the Van Dusen-Harrington Co. follows closely on the deaths of the two executive heads of the firm, Fred C. Van Dusen, who died May 28, and Chas. M. Harrington, who died March 27. Their firm was an outgrowth of G. W. Van Dusen & Co., started at Rochester, Minn., in 1852. The Peavey company was founded in 1872 by the late Frank Peavey, who started in the grain business with a 6,000-bu. elevator at Sioux City, Ia. A few years later he began buying grain for Minneapolis and Duluth mills and in 1882 opened an office in Minneapolis. He moved here in 1884. The Peavey Company intends to continue operation of the Van Dusen-Harrington Co. as a separate corporation, retaining to a great extent its staff.

MISSOURI

St. Joseph, Mo.—G. E. Heald of the Heald Grain Co. has recovered from an attack of the mumps and also an attendant affliction of rheumatism.—N. K. Thomas, sec'y, Grain Exchange.

Holiday Mo.—The plant of the Holliday Elvtr. Co. was to be sold under a chattel mortgage on July 19. The sale was to be made under the terms of a loan made by Virginia C. Heitmeier.

St. Louis, Mo.—The Plant Flour Mills Co. has bot the 300,000-bu. Victoria Elvtr. from the Wm. D. Orthwein Grain Co. This will give the Plant company a storage capacity of more than a million bus. in St. Louis.

St. Louis, Mo.—William T. Hill, aged 53 years, pres. of the Teasdale Commission Co., died July 7 at Asheville, N. C. He had won and lost several fortunes in market speculations in the last 20 years and had recently made a substantial profit in wheat.

KANSAS CITY LETTER.

Earl E. Bryson has been elected to membership in the Board of Trade.

Otto Bresky has succeeded Harry A. Sterling as pres. and manager of the Rodney Mfg. Co.

M. C. Fears has returned from the hospital where he has been confined for the past month.

Harry C. Morton and Raymond E. Larson have been elected to membership in the Board of Trade.

W. J. McPheeters, territory supt. of the Equity Union Grain Co., died recently at McCook, Neb.

Walter G. Fincher has applied for membership in the Board of Trade on transfer from Harry J. Dwyer. The consideration was \$9,000, including the transfer fee.

MONTANA

Columbus, Mont.—S. H. Hansen has resigned as manager of the Farmers Elvtr. Co.

Wibaux, Mont.—The Co-op. Elvtr. Co. recently installed two Winter Universal Head Drives.

Opheim, Mont.—The Winter-Truesdell-Diercks Co. is building four additional storage bins. The work is being done by the T. E. Ibberson Co.

Poplar, Mont.—Ed Dowse of Opheim is now in charge of the Occident Elvtr. Co., succeeding C. E. Jerome who has gone to Bowdoin to take charge of another of the company's elevators.

Dodson, Mont.—The Equity Co-op. Elvtr. Co. is installing two new legs and all new running equipment, motor power, a double distributor, complete new roofs, dump scale, boot tanks and other repairs. The T. E. Ibberson Co. is doing the work.

Power, Mont.—The Farmers Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for a 30,000-bu. house having 14 bins and a large office building attached. It will be iron clad, have two legs, and be operated with a 20-h.p. Fairbanks-Morse Engine.

Farmington, Mont.—We have painted the elevator, overhauled the legs and installed a 15-h.p. Fairbanks-Morse Engine as the engine we had would not pull the Carter Disc Cleaner and the two legs at the same time.—M. M. Moser, mgr., Equity Co-op. Ass'n.

Circle, Mont.—International Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for a 25,000-bu. 12-bin elevator. A Fairbanks-Morse 15-h.p. Engine will be used for power. There will be one leg and a Fairbanks Shipping and Receiving Scale with a Strong-Scott Dump. In addition to the elevator a 6-room cottage will be built.

NEBRASKA

Tamora, Neb.—The Farmers Grain & Coal Co. has installed an air dump.

Harvard, Neb.—The Farmers Co-op. Union has installed a truck dump.

Orleans, Neb.—The mill of H. E. Smith burned June 20 with a loss of \$30,000.

Stromburg, Neb.—The plant of the Farmers Grain Ass'n has been repaired.

Utica, Neb.—The Farmers Grain Co. has installed new distributing spouts.

Holstein, Neb.—The Farmers Union Co-op. Ass'n has installed a truck dump.

Juniata, Neb.—The Juniata Grain & Live-stock Co. has installed a truck scale.

Madrid, Neb.—L. E. Houtz of Benkeman is now manager of the Kellogg Elvtr. Co.

Bloomington, Neb.—The Bloomington Equity Exchange plans to install a truck dump.

Aurora, Neb.—The T. B. Hord Grain Co. is adding 100,000 bus. storage to its elevator.

Naponee, Neb.—The elevator of the Equity Union Grain Exchange has been overhauled.

Humboldt, Neb.—The new feed plant of O. A. Cooper has been finished and is now operating.

Bloomfield, Neb.—R. D. Wilson of Crofton is now manager of the Farmers Union Elvtr. Co.

Ruskin, Neb.—The Ruskin Grain & Coal Co. is contemplating the addition of new machinery.

Bloomington, Neb.—A cement foundation will be added to the elevator of the Thomas Grain Co.

York, Neb.—E. L. Hurlburt & Son will build an 80x80 ft. warehouse for storing feed and flour.

Motala (Minden p. o.), Neb.—The Farmers Co-op. Grain & Supply Co. has installed a truck dump.

Winnebago, Neb.—C. K. Watson has bot the Farmers Elvtr. Co., the consideration being \$14,293.

Marsland, Neb.—I am installing an Emerson Cleaner and a Bauer Attrition Mill.—Geo. H. Young.

Nora, Neb.—The Nora Grain & Lumber Co. is installing a 10-ton truck scale.—Fred J. Stanley, mgr.

Hastings, Neb.—The plant of the Nebraska Consolidated Mills Co. was damaged by fire recently.

Walthill, Neb.—The Cherney-Watson Lumber Co. has installed a Winter Type W Dump in its elevator.

Havelock, Neb.—A new 1-ton truck has been purchased by Aden Grain, Feed & Coal Co.—John G. Aden.

Merriman, Neb.—The Walrath & Sherwood Lumber Co. has installed a Winter Head Drive in its elevator.

Shestak (Crete p. o.), Neb.—The Big Blue Farmers Union Co-op. Ass'n will install a pneumatic truck lift.

Winnebago, Neb.—C. K. Watson has bot the plant of the Farmers Elvtr. Co. The consideration was \$14,293.

Shickley, Neb.—Geo. W. Powell is now manager of the Farmers Elvtr. Co., succeeding Mr. Linville, resigned.

Woodlawn (Lincoln p. o.), Neb.—We hope to install a truck lift soon.—W. G. Hall, Hall-Johnson Grain Co.

Edison, Neb.—The elevator of Rankin Bros. burned recently. It contained quite a quantity of corn and wheat.

Yanka (Brainard p. o.), Neb.—The elevator of the Farmers Elvtr. Co. has been covered with galvanized iron.

Omaha, Neb.—C. D. Sturtevant was chosen pres. of the Chamber of Commerce at the recent annual meeting.

Gurley, Neb.—The Gurley Flour Mfg. Co. has installed a Winter Type W Dump, W. H. Cramer doing the work.

Barnston, Neb.—Ernest Severs has succeeded Arthur Wilt, resigned, as manager of the Farmers Union Co-op. Ass'n.

Grant, Neb.—O. M. Kellogg Grain Co. has installed a Winter Type W Dump, the work being done by W. H. Cramer.

Curtis, Neb.—Abner Nelson has bot the plant of the Farmers Elvtr. Co. The new owner will take charge of the business.

Gordon, Neb.—The Gordon Grain Co. is building a 6,500-bu. addition. The Van Ness Construction Co. is doing the work.

Blue Hill, Neb.—The Farmers Co-op. Elvtr. Co. has awarded a contract to the Federal Engineering Co. for a 28,000-bu. elevator.

Bruning, Neb.—The plant of the Farmers Elvtr. Co. was shifted on its foundation nearly three feet during a recent windstorm.

Wymore, Neb.—Alfred Vandenberg has succeeded W. W. Phelps, resigned, as manager of the Farmers Grain, Lumber & Coal Co.

Trumbull, Neb.—The Crittenden Grain Co. is having a Kewanee Truck Lift installed in its local elevator by Birchard Construction Co.

Inland, Neb.—The Farmers Union Elvtr. has installed a 10-ton auto truck scale. The company will build a new elevator after harvest.

Alvo, Neb.—We are tearing out our old gasoline engine and replacing it with a 7½-h.p. electric motor.—Simon Rehmeier, Rehmeier & Co.

Benedict, Neb.—S. P. Stryker, manager of the Wright-Leet Grain Co., is recovering from a serious injury received in the elevator last month.

Kenesaw, Neb.—I. E. Woolman, who has been manager of the elevator of the Real & Easterday Co., which burned in April, has leased the plant of the Mock Mfg. & Elvtr. Co. The plant is being overhauled and a 20-h.p. electric motor will be installed.

Beaver City, Neb.—A Kewanee Truck Lift is being installed in the elevator of the Crittenden Grain Co. here by Birchard Construction Co.

Schuyler, Neb.—Gerald Ehrenberger has resigned as manager of the Wells-Abbott-Nieman Co. His successor has not as yet been appointed.

Rulo, Neb.—Repairs are being made and a 10-ton truck scale installed in the local elevator of Crittenden Grain Co. by Birchard Construction Co.

Omaha, Neb.—Concrete is being poured for the foundations for the addition which the Nebraska Consolidated Mills Co. is erecting at its elevator.

Doniphan, Neb.—The Farmers Elvtr. Co. recently installed a hammer mill and a 10-ton auto truck scale. The company plans to install an auto truck dump.

Ong, Neb.—The local elevator of Crittenden Grain Co. is being improved by the installation of a Kewanee Truck Lift. Birchard Construction Co. is doing the work.

Bloomfield, Neb.—H. L. Andersen has bot the elevator, coal sheds and hog yards of the First National Bank which formerly belonged to the H. F. Cunningham Grain Co.

Gordon, Neb.—The W. T. Barstow Grain Co. is building a 25,000-bu. cribbed, iron-clad elevator. The Birchard Construction Co. has the contract.—J. D. Taylor, W. T. Barstow Grain Co.

Omaha, Neb.—Harry S. Byrne has been elected vice-pres. of the Nye, Schneider, Fowler Grain Co. to succeed Henry A. Scandrett, pres. of the Chicago, Milwaukee & St. Paul Railroad.—P.

Nora, Neb.—We are replacing our old 4-ton scales with Fairbanks 10-ton Truck Scales. A little over a month ago we added gasoline to our sidelines.—R. P. Lewer, mgr., Farmers Union Ass'n.

Eagle, Neb.—We are planning on installing a truck lift and a motorized head drive. We have just completed installing a Columbian Transmission Rope.—E. P. Betts, Farmers Union Co-op. Ass'n.

Beatrice, Neb.—The Black Bros. Flour Mills Co. will install an extensive line of feed milling machinery and machinery for a pancake unit. The new feed and pancake unit will be housed in a separate building.

Pawnee City, Neb.—Rolland F. Ireland of Lincoln recently bot the 20,000-bu. elevator of the Potts Small Co. While inspecting the plant last month he fell down a grain bin and broke his right arm and shoulder blade.

Blue Springs, Neb.—We are installing a grain cleaner and a fan on the head of the leg to remove dust. A new 5-h.p. G. E. Motor has been purchased to operate both.—A. O. Burket, mgr., Blue Springs Farmers Elvtr. Co.

Omaha, Neb.—J. E. Edwards, ass't manager of the consignment department of the Updike Grain Corporation, has been advanced to manager of the department to succeed F. B. Bell, who resigned to engage in business on his own account.

Bennett, Neb.—Fire razed the elevator of F. M. Saum & Son on June 27. Damage exceeded \$10,000. About 4,000 bus. of corn was lost in the blaze. The elevator was under lease by G. E. Vining, F. M. Saum, the owner, having moved to Ellis some months ago to take charge of the elevator of the Ellis Grain & Live Stock Co.

Lincoln, Neb.—The branch office of Lamson Bros. & Co., managed by Ward E. Simpson, will be moved from its present location in the First National Bank Bldg. to specially prepared offices on the third floor of the Stuart Bldg. about Oct. 1. The new offices will be lighter and roomier with two private offices, a large customers' room and a telegraph and telephone room where two telegraphers and four 'phone men may work at the same time.

NEW ENGLAND

Worcester, Mass.—E. A. Garland of the grain and hay firm of J. B. Garland & Son, died June 25. He was an associate member of the Boston Grain & Flour Exchange.

Boston, Mass.—The following have been elected to associate membership in the Grain & Flour Exchange: Ernest J. Hewitt of South Royalton, Vt., Harold E. Mellon and Shaw Liverpool.

Boston, Mass.—Edward F. Clapham, grain broker, has entered the stock and bond business in New York.

Boston, Mass.—Arthur S. Heathfield, for many years a member of the Chamber of Commerce, died at his home in New Boston, N. H., on June 30.

Holyoke, Mass.—Prentiss Brooks & Co., Inc., incorporated; capital of 1,000 shares of no par value; Lawrence G. Brooks, pres.; William T. Morse, treas.; W. H. Bradford, clerk. This is an old established firm.

NEW YORK

Buffalo, N. Y.—James G. McKillen, pres. of the Corn Exchange, has been confined to his home by illness.

Stanley, N. Y.—The empty warehouse of J. H. Flanagan was damaged by fire June 21. It is believed the fire was started by tramps.

New York, N. Y.—Wright S. Travis, aged 85 years, a grain and feed broker and one of the oldest members of the Produce Exchange, died recently at his home in Brooklyn. He had been retired from active business for several years.

NORTH DAKOTA

Thompson, N. D.—The Farmers Co-op. Elevator Co. is building new coal sheds.

Stanley, N. D.—The Arnold Grain Co. has installed electric motors and an attrition mill.

Finley, N. D.—The Farmers Elevator Co. is building eight coal bins and a flour warehouse.

Mohall, N. D.—Gunderson & Hanson have installed an attrition mill and new motors in their plant.

Mapleton, N. D.—Charles F. Gibson, manager of the Farmers Elevator Co. for the past 10 years, died recently.

Cleveland, N. D.—The Farmers Co-op. Ass'n will have its buildings re-roofed. The T. E. Ibberson Co. will do the work.

Tower City, N. D.—The Farmers Elevator Co. is installing a new dump and manlift. A shed is being built over the driveway.

Cummings, N. D.—The Farmers Elevator Co. is remodeling its office. The company recently installed a huller, cleaner and motors.

Kramer, N. D.—The Kramer Equity Elevator Co. is building an elevator which will be fully equipped with the latest in machinery.

Underwood, N. D.—The Underwood Grain & Supply Co. has installed an attrition mill, power for which is supplied by a 20-h.p. motor.

Galesburg, N. D.—The new elevator of the Galesburg Co-op. Elevator Co. is nearing completion. The T. E. Ibberson Co. is doing the work.

Donnybrook, N. D.—The plant of the Woodworth Elevator Co. burned recently with a loss of \$10,000. About 3,000 bus. of grain was destroyed.

Guelph, N. D.—The Monarch Elevator Co. has closed its plant for the present and the local manager, H. A. Anderson, has been transferred to Brookland.

Bowbells, N. D.—The Occident Elevator Co. will install a steel boot tank, a Hinckley Head Drive and a 7½-h.p. GE Fan Cool Motor. The Hickok Construction Co. will do the work.

Columbus, N. D.—The Occident Elevator Co. will install a steel boot tank, a Hinckley Head Drive and a 7½-h.p. GE Fan Cool Motor. The work will be done by the Hickok Construction Co.

Meckinock, N. D.—The Andrews Grain Co. has awarded a contract to the T. E. Ibberson Co. for the erection of a 25,000-bu. elevator. Work is now in progress. The elevator will have one leg, a Fairbanks Receiving Scale along with a Strong-Scott Dump. Power will be furnished by a 15-h.p. engine. The elevator will contain 15 bins. A 1,500-bu. Richardson Automatic Scale will also be installed.

OHIO

Mechanicsburg, O.—The Ohio Grain Elevator Co. has installed a hammer mill.

Cavett, O.—L. J. Ducatt of Bowling Green is now manager of the Cavett Equity Exchange.

Paulding, O.—A. L. Lynde of Woodburn, Ind., is now manager of the Paulding Equity Exchange Co.

West Unity, O.—The United Grain & Fuel Co. incorporated; capital stock, \$40,000; by Marcus Yager.

Lynchburg, O.—Dewey Bros. are installing new elevator equipment, together with Sidney Roller Bearing Corn Shellers at both Lynchburg and Blanchester plants.

Green Creek (Fremont p. o.), O.—The Green Springs Co-op. Co. of Green Springs has bot the plant of the Green Creek Elevator Co. It will be managed by Fred Sommers. New machinery is being added.

Patterson, O.—Jones & Hempy are operating their new feed plant installed by the Sidney Grain Machinery Co. This consists of Miracle Ace Hammer Mill with Tex-Rope Drive, Sidney Corn Sheller, cleaning and elevating equipment.

Sidney, O.—E. T. Custenborder and L. E. Vesper have bot the elevator of the Miami Valley Grain Co. and will operate as a partnership under the name of the Miami Grain & Feed Co. The plant will be remodeled and modern feed mill equipment will be installed.

London, O.—Thos. F. Wood and B. P. Wood, owners of the F. J. Wood & Sons elevator, recently bot the 50,000-bu. plant of Rea Chenoweth. The new owners will use the plant as a storage in connection with their 40,000-bu. house. Mr. Chenoweth expects to devote more of his time to his other extensive interests.

North Baltimore, O.—After having scooped grain out of large flat bottom bins for 30 years or more, we finally decided that it was all a joke and are now building hopper bins, also making some other extensive improvements. Mrs. Mabel Culver, who has been employed as bookkeeper for the past three years, has resigned and will be succeeded by Miss Ruth Campbell.—North Baltimore Grain Co.

OKLAHOMA

Marshall, Okla.—George Stover has bot the Marshall Elevator Co.

Pond Creek, Okla.—The Farmers Grain Co. is installing a feed grinder.

Miami, Okla.—M. H. Dix, who formerly owned the Dixie Grain Co., died recently.

Buffalo, Okla.—The plant of J. E. Beeman was damaged by windstorm June 19.

Manitou, Okla.—The Northwestern Elevator Co. of Frederick has opened a branch here.

Ralston, Okla.—The Ponca City Mfg. Co.'s plant was damaged by windstorm June 8.

Ponca City, Okla.—The Ponca City Mfg. Co. has completed its 500,000-bu. terminal elevator.

Hugo, Okla.—R. V. Womack, pres. of the M. H. Mill & Grain Co., died of heart trouble recently.

Coyle, Okla.—James Byrne, who recently bot the elevator of D. K. Barrett, has overhauled the building.

Davidson, Okla.—A. F. Gaston has bot the elevator of the Kell Mfg. Co. and will move it to Oklaunion.

Petersburg, Okla.—The Hinn Elevator, owned by the Harvest Queen Mill & Elevator Co., has been completed.

Sulphur, Okla.—The Farmers Grain Exchange is erecting a building to house its mixing plant and also a storage house.

Clyde (Medford p. o.), Okla.—The Clyde Co-op. Ass'n has installed a Strong-Scott Truck Dump and 10-ton truck scales.

Oakwood, Okla.—The elevator of J. W. Mathews and R. B. McAvoy burned at 1 a. m., July 4. The loss is estimated at \$6,000.

El Reno, Okla.—The Farmers Mill & Grain Co. has completed its elevator and feed mill erected to replace the plant which burned.

Oakwood, Okla.—We have moved and will now be located at Thomas, Okla., and operate as the Thomas Grain Co.—R. B. McAvoy, mgr.

Enid, Okla.—The Keith-Brown Grain Co. closed its office July 1 and M. A. Keith, mgr., has taken over the grain trading for the Enid Mfg. Co.

Kildare, Okla.—The Oklahoma Wheat Growers Ass'n has leased the grain elevator from the John Dean estate. It will be managed by Avis Atkinson.

Fargo, Okla.—G. L. Dauner is manager of the newly organized Farmers Co-op. Ass'n which recently bot the elevator of the Farmers Grain & Lumber Co.

Deer Creek, Okla.—The plant of the Larabee Flour Mills Co. was damaged by windstorm June 9.

Enid, Okla.—A. R. Hacker has engaged in the grain business under the name of the A. R. Hacker Grain Co. with offices at 511 American National Bank Bldg.

Bison, Okla.—W. J. Baines of the Star Mill of Hennessey has leased the elevator formerly operated by W. B. Johnston. Harry Minton of Hennessey will be the manager.

The storage capacity of bonded warehouses in Oklahoma has been doubled by an agreement between the State Board of Agriculture and the Oklahoma Wheat Growers Ass'n. Under the agreement 72 wheat elevators will be bonded by the state.

Enid, Okla.—The Board of Trade has opened a cash grain market, the trading floor of which is located in the Board of Trade Bldg. Oklahoma millers are said to be the best buyers on the new market but the Texas and Kansas millers are taking considerable amounts of the new crop offered.

Arapaho, Okla.—W. M. Black has returned from deep sea fishing on the Pacific and has leased the elevator of the Farmers Union Co-op. Ass'n for the 1928 crop. C. A. Palson of the Palson Grain Co. has leased his duck blind on the Cimarron for the summer to the Kingfisher grain sports.—W. M. Black.

Paul's Valley, Okla.—The elevator of the Tyler & Simpson Co., which was not in operation, burned recently. It is believed the fire was of incendiary origin. The elevator was built 15 years ago by Russ Mitchell. It was operated later by the Gerlach-Higgins Co. and then acquired by the First National Bank. It has been the property of the present owners for the past several years.

Enid, Okla.—The Pillsbury Flour Mills Co. has awarded a contract to the Jones-Hettelsater Construction Co. for wheat storage of 750,000 bus. at the plant now under construction. Original building contracts called for storage of 750,000 bus., but with the addition the new plant will have a total storage of 1,500,000 bus. Work on the mill will be completed by Sept. 1 and the additional storage will be completed by Oct. 1.

Oklahoma City, Okla.—Construction of a grain elevator was the subject of discussion at a meeting of the industrial department of the Chamber of Commerce. Ed Overholser, pres. of the Chamber, said a recent survey showed the need of a storage elevator to take care of the state's wheat crop which is normally more than 40,000,000 bus. Storage space in the state cares for only 17,127,000 bus., with approximately half of that owned by mills and not available for commercial use.

Oklahoma City, Okla.—During the past four years the state grain inspection department, under the State Board of Agriculture has been having protein tests made for the farmers free, but as the work has to be done in state-owned laboratories at odd times in addition to their regular work, arrangements have been made with commercial laboratories to make protein tests for 50 cents each (the materials cost about 25 cents for each test) and it is expected the service can be rendered the day samples are received. Any number of samples can be sent in one package, which will greatly reduce postage. Someone in each town should arrange to handle the samples for the farmers, seeing that they are properly sent and marked with name of owner. Address all samples to State Grain Inspector, at the State Capitol, Oklahoma City, Okla.

PACIFIC NORTHWEST

Waitsburg, Wash.—Lester Robinson is building a concrete elevator for bulk grain.

Harrington, Wash.—The Perkins-Schoonover Grain Co., Inc., has started work on its new elevator.

Spokane, Wash.—E. B. Danforth, formerly with the King Grain Co., became associated with the Balfour Grain Co. July 1.

Seattle, Wash.—The White-Dulaney Co. is installing elevating machinery in its warehouses at Marlin, Mohler, Withrow, Waterville and Douglass.

Ontario, Ore.—The Oregon Elevator Co., a subsidiary of the Colorado Mfg. & Elevator Co., is building a 60,000-bu. elevator and 42x78 ft. warehouse.

Astoria, Ore.—Kerr, Gifford & Co. now operate the local 5,000-bbl. flour mill.

Spokane, Wash.—Charles Johnson now has charge of the local office of the Brown-Jeklin Co. with offices in the Peyton Bldg.

Portland, Ore.—Frank Ford, who has been in charge of the local office of the Terminal Trading Co., will become associated with the T. A. Riggs Grain Co.

Spokane, Wash.—D. A. Leach, until recently manager of Kerr, Gifford & Co. here, will succeed Phil Benedict as manager for Kerr, Gifford & Co. at Seattle.

Supplee (Withrow p. o.), Wash.—The Seattle Grain Co. is building a 50,000-bu. cribbed elevator on the Great Northern. It will contain 10 bins, one leg and be operated by a Fairbanks-Morse Gas Engine.

Seattle, Wash.—Local brokers are considering the erection of a new exchange building for trading in stocks, bonds and grain, as the present quarters in the Chamber of Commerce Bldg. are inadequate for their needs.

Portland, Ore.—Walter Johnson, who has been with R. T. Johnstone & Co. the past 10 years, has engaged in business on his own account with offices in the Board of Trade Bldg. He will deal in grain, feed, grain bags and concentrates.

Spanish Fork, Utah.—Joseph Hanson and P. P. Thomas have let the contract for two large grain elevator tanks and a concrete warehouse which will have a capacity of 75,000 to 100,000 bus. Wm. Simmons, former manager of the Gem Mfg. Co., will manage the warehouses, which will be completed in August.

Spokane, Wash.—Mr. Arthur, foreman for the McDonald Engineering Co., was electrocuted while working on the new elevator for the Sperry Flour Mills. He was standing on wet cement in the basement and accidentally grabbed a live wire. He is survived by a wife and three small children. He lived in Kansas City.

Portland, Ore.—Kerr, Gifford & Co. have bot the old mill of the Portland Flouring Mills Co. at the Albina dock. Mill machinery was retained by the Sperry Flour Co. and the mill is being dismantled by that company. Kerr Gifford will convert the plant into a grain handling plant for their large export business. The capacity will be increased to 1,300,000 bus.

Seattle, Wash.—Phil Benedict, manager of Kerr, Gifford & Co., has gone to Portland where he will be in the export department. Members of the Merchants Exchange held a luncheon in his honor before his departure. About 75 men attended and L. P. Bouman, pres. of the Grain Exchange, presided as toastmaster. Before coming to Seattle Mr. Benedict had charge of the Spokane office for Kerr, Gifford & Co.

Davenport, Wash.—The Washington Grain & Milling Co. of Reardan has let the contract to Alloway & Georg for 50,000-bu. reinforced concrete elevator on the Washington Central branch of the N. P. R. R. It will have 8 bins, a dump, Fairbanks Scale, a 2,000-bu. leg with metal casing and DP buckets, a Webster Manlift. A GE Enclosed Ball Bearing Motor will supply power. An automatic scale will be installed later.

Longview, Wash.—The Longview Grain & Mfg. Co.'s 400,000-bu. reinforced concrete elevator, designed by Jno. S. Metcalf Co. and built by Alloway & Georg, is ready to receive grain. Its 10 storage bins and 27 bins in workhouse can store 400,000 bus.; three 15,000-bu. legs driven thru direct reduction gears by G. E. Double Rotor Squirrel Cage Motors; two 50-h.p. on the receiving legs and a 100-h.p. on the shipping leg. The shipping leg and shipping gallery are equipped with a 36-in. belt, Fairbanks Hopper Scales, one 1,200-bu. for shipping and two 2,000-bu. for receiving.

PENNSYLVANIA

Pittsburgh, Pa.—Edwin B. Mahood, aged 78 years, a retired grain merchant, died recently. He was a native of Ireland and came to Pittsburgh at the age of 21.

SOUTH DAKOTA

Rockham, S. D.—The Atlas Elvtr. Co. has installed a new motor.

Groton, S. D.—J. F. Meyer has been re-elected manager of the Farmers Elvtr. Co.

New Underwood, S. D.—The Rapid River Mfg. Co. is building an additional elevator.

Kadoka, S. D.—The Kadoka Equity Union Exchange will build a 30,000-bu. elevator.

Platte, S. D.—The L. C. Button Elvtr. Co. recently installed a 10-ton scale and an air dump.

Ethan, S. D.—The plant of the Farmers Elvtr. Co. was damaged by a fire caused by lightning June 12.

Orient, S. D.—The plant of the Ree Valley Farmers Co-op. Ass'n was slightly damaged by fire on June 7.

Madison, S. D.—The Farmers Elvtr. Co. is replacing its coal sheds with new ones which will have a capacity of 300 tons.

Andover, S. D.—The Wheat Pool is considering buying the Johnson Elvtr., which it has had under lease for several years.

Stratford, S. D.—The Farmers Union Grain Co. is putting a foundation under its elevator. The T. E. Ibberson Co. is doing the work.

Bristol, S. D.—Paul Lemke is now manager of the Sjuson Grain Co. He formerly managed the Selmser Grain & Fuel Co. at Watertown.

Elkton, S. D.—Geo. P. Sexauer & Son have bot the elevator of Dan Kelly and will use it for storage in connection with their own plant.

Garden City, S. D.—The Empire Elvtr. Co. has installed a Strong-Scott Pneumatic Dump. The work was done by the Hickok Construction Co.

Kranzburg, S. D.—The Kranzburg Grain & Fuel Co. is installing electric motors. The elevator and buildings of the company were painted recently.

James, S. D.—The Empire Elvtr. Co. has installed a Strong-Scott Dump and a 10-ton Fairbanks Scale, the work being done by the Hickok Construction Co.

Turton, S. D.—The Eagle Roller Mill Co. will build a four-bin coal shed. New motor power will be put into the elevator with Hincley Head Drives. The work will be done by the T. E. Ibberson Co.

Hayti, S. D.—Ole Haugen, formerly manager of the Farmers Elvtr. Co. at Croker, is now manager of the Farmers Elvtr. Co., succeeding R. A. Frothinger who died recently following an extended illness.

Wallace, S. D.—W. H. Vrevig is now manager of the Farmers Elvtr. Co., succeeding L. Lasmussen who is now managing the local elevator of the Tenney Co. Mr. Vrevig was formerly manager of the Sjuson Grain Co. at Bristol.

TEXAS

Lariat, Tex.—The Kearns Grain Co. will build an elevator here.

Hart, Tex.—L. J. Halbert is building an elevator of 25,000 bus. capacity.

Fort Worth, Tex.—Paul Erb will succeed C. G. Wilkins as manager of the Uhlman Grain Co.

Holliday, Tex.—The plant of the Wichita Mill & Elvtr. Co. was damaged by windstorm June 3.

Silverton, Tex.—L. F. Cobb of Plainview will manage the elevator being built by the Farmers Elvtr. Co.

Adrian, Tex.—J. P. Collier is building an 18,000-bu. elevator. The Dowdall Construction Co. has the contract.

Quitauque, Tex.—The elevator being built here will be operated as the Quitauque Coal & Grain Co. with T. G. Wise as manager.

Abernathy, Tex.—A 3,000-bu. addition is being made to the elevator of the Farmers Coal & Grain Co. New machinery will be added.

Plainview, Tex.—The 50,000-bu. addition to the plant of the Harvest Queen Mill & Elvtr. Co. has been completed and formally accepted.

Mesquite, Tex.—The Doggett Grain Co. of Dallas has bot the plant of the Mesquite Mfg. Co. and will use it for the storage of grain for the present.

Orange, Tex.—We have gone out of business for the present.—Orange Rice Mill Co.

Fort Worth, Tex.—Clarence G. Wilkins, who was formerly manager of the Uhlmann Grain Co. has formed the Wilkins Grain Co., which will operate as a brokerage and consignment house.

Plainview, Tex.—Henry Edwards of Floydada was elected pres. of the Grain Exchange recently. Other officers elected were: C. O. Byrnes, Tulsa, vice-pres.; A. G. Cox, Plainview, sec'y-treas.; R. C. Ayres of Lockney and E. N. Noble of Plainview, directors.

Amarillo, Tex.—The Panhandle Grain Corporation opened with offices at 516 Fisk building, as of July 1. The organization will represent leading exporters, shippers and receivers in the buying and selling of wheat, barley, oats, milo, kaffir and seeds, offering a large array of connections throughout the country. Leo Potishman of the Transit Grain & Commission Co., of Fort Worth, is associated in this concern and has organized it in order that he might better serve the grain trade, realizing that Amarillo is rapidly developing into one of the grain centers of the South. The Panhandle Grain Corporation is new in name only, Mr. Potishman having disposed of his former interests in C. B. Cozart, Inc., and is in no way longer connected with the latter either financially or in operative policies. This office will be in charge of W. A. Martin, who is in a position to advantageously serve the trade in the Panhandle territory.

UTAH

Ogden, Utah.—The annual meeting of the Grain Exchange was held June 28.

WISCONSIN

Milwaukee, Wis.—The elevator of J. M. Riebs, Jr., was damaged \$500,000 by fire on July 7.

Milwaukee, Wis.—Paul E. Riebs has been elected to membership in the Chamber of Commerce.

Arcadia, Wis.—William Weisenberger, elevator proprietor, was married recently to Miss Bernadett Sobotta.

Sparta, Wis.—The Western Supply Co. is building a 40x80 ft. warehouse and four grain storage tanks. The company recently changed its headquarters from Tomah to Sparta as shipping facilities were better here.

Milwaukee, Wis.—The board of directors of the Chamber of Commerce on June 28 suspended E. G. Hadden indefinitely, effective immediately. The suspension is an outgrowth of the failure of the Hadden Grain Co. on May 18.

Milwaukee, Wis.—The Donahue & Stratton Co. has bot the steamer Sturgeon Bay and plans to convert it into a floating grain drier. The steamer takes its name from the Wisconsin port where it was built in 1913. For the last few years it has lain in the Buffalo Harbor, after having been blown up on the beach there in a severe gale. The Sturgeon Bay was towed here June 22 by the steamer J. B. John. As a floating grain drier the ship will be used to salvage the cargoes of sunken grain ships or grain dampened in elevators destroyed by fire.

About 75% of the flour is made by 250 milling companies in the United States.

Feeding Cocoa Meal to Hogs, by R. D. Aplin relates that the check lot consumed 6.9 lbs. of feed per lb. of grain, while the cocoa lot ate 11.5 lbs. for the same gain. Two lots of eight 10-week-old pigs were fed rations similar to those above, except that they contained more protein supplement. Difficulty was experienced in getting pigs to eat enough of the cocoa meal ration to make normal gains, and scours and general unthriftiness were common to this lot. During a 22-day period the check lot gained 86.5 lbs., and consumed 4.3 lbs. of feed per unit of gain, while the cocoa lot gained but 10.5 lbs., and ate 23.2 lbs. of feed for the same gain. The obromine and caffeine, both alkaloids and stimulants, are deemed by the author to be the cause of the unfavorable results obtained with cocoa meal.

Panhandle Laboratories

Official for Amarillo Grain Exchange

Box 2406 118 Central Bldg. Amarillo, Texas

Patents Granted

1,674,577. Grain Car Door Opener Operating Means. The combination with a grain door having a door opening; of a door controlling opening, a member guided for upward movement so as to act on the door, and separate means for effecting the upward movement of the member to apply a lifting force to the door to move the door to a partly opened position.

1,675,090. Pneumatic Conveyor. Henry J. Burns and Glenn E. Tollenaar, Spokane, Wash. The combination with a pneumatic conveyor pipe, of a hood connected therewith and formed with an inclined bottom wall projecting within the pipe, a gravity actuated, hinged gate for normally closing the hood within the pipe, an injector pipe connected with the hood, and means for feeding material to the injector pipe.

1,675,048. Grain Separator. John A. Perkins, Minneapolis, Minn. A grain cleaning and loading machine comprising spaced side bars, screening and conveying means rotatably supported between the bars, an apron suspended from the spaced bars for receiving and discharging the screenings from the screening and conveying means, and a frame supporting the bars with the screening and conveying means, and apron in an inclined position.

17,003. (Reissue) Apparatus for Separating Seeds. Harry R. Warren, Chicago, Ill., assignor to Warren Seed Cleaning Co., Reno, Nev. The method consists of placing the mixture in a receptacle, introducing the receptacle in a succession of tanks that respectively contain liquids of different densities, and intermediate the action of liquid in successive tanks removing a bottom stratum of bodies from the receptacle in the presence of liquid in the stratified mass retaining in such receptacle for subsequent treatment what is above such bottom stratum.

1,675,049. Grain Separator. John A. Perkins, Minneapolis, Minn. The machine comprises a retaining means for the material to be separated, an endless belt having flexible pockets in its outer surface the walls of which are thin and substantially of uniform thickness thruout and always closed at the inner side of belt and open at the outer side thereof and adapted to receive certain kinds of material from the commingled body in retaining means and adapted to be distended and assume another shape to discharge the material at a point higher up than the point where it is received, but on the same side of the belt as the point of reception of the material.

1,674,142. Grain Handling Machinery. Andrew R. Strang, Redland, Alberta, Canada. A separator comprising a frame, an inclined belt supported upon the frame, the outer exposed surface of the belt having longitudinally extending groups of different sized indentations progressively arranged across the face thereof,

with the smaller indentations adjacent the receiving side of the belt, a hopper, an adjustably mounted slide, a feed roll, and means for horizontally distributing the material across the indented surface of the belt and means for discharging the coarse material and holding the finer material in the separator until a complete separation thereof has been obtained.

1,675,658. Grinding Mill. John Murech, Utica, N. Y., assignor to Buffalo Hammer Mill Corporation, Buffalo, N. Y. A grinding unit for mills comprising a supporting member revolvably mounted, a pair of links pivotally connected to the supporting member, an intermediate member eccentrically and movably mounted on the links near their outer ends, a hammer having a plurality of grinding faces and revolvably mounted on the intermediate member, and means mounted on said intermediate member and engaging said hammer and adapted to positively hold the hammer relative to the intermediate member with any one of its grinding faces in radial alignment with the heavy side of the eccentrically mounted intermediate member whereby the desired face is yieldingly held in operative position.

Take-All in Canada.

Take-all was not definitely recognized in Western Canada until 1923, but it is probable that it has been present in the wheat in certain districts ever since the country was first settled. Traces of this disease are often found in the first crop of wheat on new land. As far as we know, it is not carried by the seed; experiments have proven that the casual fungus can infect several of our native grasses; therefore it is able to spread from any infected grasses to wheat when the sod is broken.

Crop rotation is an important factor, and above all, the main thing is to avoid continuous cropping to wheat of new land, especially when infested with this disease.

Take-all is primarily a disease of wheat, although it also attacks barley, rye and several of our native and cultivated grasses. Oats are apparently immune to it.—R. C. Russell, University of Saskatchewan.

If the weather man is good to farmers this year, they will not be much hurt by the failure of wheat. They can turn, and are turning, to dairying for a year around income, and if they get started right away, dairying should be paying good dividends at the time when wheat is usually marketed.—Ben Martin, Mgr., Farmers Grain Co., Taylorville, Ill.

New York, N. Y.—The United States Customs Court has granted a full refund duty on 11,200 bus. of Canadian wheat which was lost while moving in bond from Buffalo to New York City. The vessel carrying the grain struck an obstruction and sank with the wheat at Castle Dam, N. Y.

Merger of Large Milling Interests.

Eighteen and a half million bushels of storage, sixty-three and a half thousand barrels of daily milling capacity, and seventy-eight country elevators, are involved in the \$50,000,000 merger of the largest flour milling company in the United States, the Washburn-Crosby Co. and its subsidiaries (which include the Rocky Mountain Elevator Co.), and the Red Star Milling Co. of Wichita, Kan.

General Mills, Inc., the name of the new consolidation, with headquarters in Minneapolis, is now the largest flour milling company in the entire world. The new corporation will have the following storage and milling capacities: Minneapolis, 3,300,000 bus. storage, 20,350 bbls. milling capacity; Buffalo, 5,000,000 bus. storage, 20,000 bbl. mill; Kansas City, 3,040,000 bus. storage, 6,500 bbl. mill; Chicago, 2,975,000 bus. storage, 4,500 bbl. mill; Wichita, Kans., 2,750,000 bus. storage, 4,700 bbl. mill; Great Falls, Mont., 400,000 bus. storage, 2,500 bbl. mill; Ogden, Utah, 350,000 bus. storage, 900 bbl. mill; Louisville, Ky., 240,000 bus. storage, 3,000 bbl. mill; Kalispell, Mont., 240,000 bus. storage, 325 bbl. mill; Pasco, Wash., 175,000 bus. storage, 800 bbl. mill.

The incorporation was under the laws of the State of Delaware.

Officers of the new corporation are: James F. Bell, president and general manager; Franklin M. Crosby, vice-president; D. D. Davis, vice-president and treasurer; C. C. Bovey, president Washburn-Crosby units at Minneapolis, Chicago and Louisville; F. F. Henry, president of Buffalo unit; Roger S. Hurd, president of Wichita (Red Star) unit; Frank J. Morley, of Kingman, Cross, Morley & Cant; Harry G. Randall, president of Washburn-Crosby unit at Kansas City; J. W. Sherwood, president of General Mills, Inc., Western units; Stanley A. Russell, vice-president of the National City Corp.

Individuality in management will be retained by the Red Star Milling Co., under the direction of Roger S. Hurd.

Financing of this stupendous project will be handled by the National City Co. The authorized capital is \$50,000,000 of 6% cumulative preferred stock, \$100 par and 1,000,000 shares no-par common stock. Preferred stock to the extent of \$17,000,000 and approximately 350,000 shares of no-par stock will be offered to the public. There will be no bonds, debentures or long time serial notes.

This important expansion step, in keeping with the trend of the times, satisfies the demand of the investment seeking public to participate in the important well-organized and successful industries of the country.

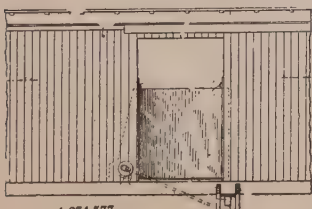
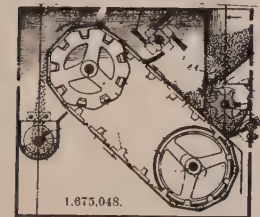
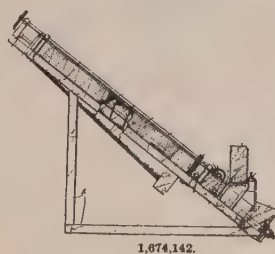
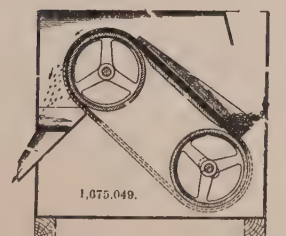
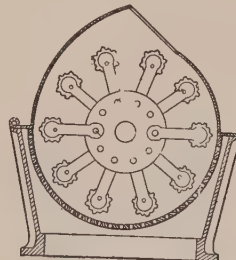
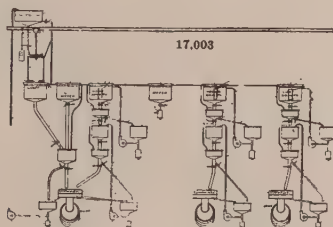
Successful organizations in all lines of industry are utilizing the additional capital thus available in extending and enlarging their facilities to accommodate the increasing demands of the consuming public for better and more efficient service.

The earnings of the combined units for the past five years have averaged \$2,600,000 annually. For 11 months of 1927 the combined earnings, allowing for full depreciation, were \$3,178,889. Consequent economies in operation and greater purchasing and selling service is a benefit accruing to the investing public.

Production of feed, cereals, flour and by-products will continue under the same long-established trade-marks.

The new organization will be operated in three units, viz., the Minneapolis, Buffalo and Kansas City subsidiaries.

The Soviet government of Russia has decided to send 30 grain growing specialists to Canada and the United States to study methods of growing wheat and maize. They will return to Russia to manage the enormous grain producing organizations which the soviet government will establish. The plans include the establishment of great farming units, so as to make their export plans less dependent on the peasants.



A New Totally Enclosed Motor.

Remarkable progress has been made recently in developing electric motors for operation with safety in the dusty atmosphere of grain elevators and flour mills. It is not so long since that the enclosed motor ventilated by piping air to it was a novelty.

Now the engineers of the American Electric Motor Co. have gone a step farther by designing a pipeless totally enclosed motor.

By employing the most efficient method of ventilation it has been possible to produce this motor, known as type P-K, in sizes which are only slightly larger than the standard open type motor of the same rating. In comparison with the enclosed non-ventilated motor the P-K is very much smaller. This is possible due to the fact that the P-K Motor is self-contained.

The ventilation of this P-K Motor has been very skillfully perfected. A specially designed, highly efficient fan draws the cooling air through the screen in the fan covers and directs it over the enclosing hood which has a large radiating surface. The heat from the windings which is absorbed by this enclosing hood is thus quickly carried away. The air passes thru the ventilating holes in the stator laminations, and also goes over the laminations thru an air passage between the core and the frame. The deflector mounted on the rear end of the motor forces the cooling air down over the rear enclosing hood, carrying off the heat absorbed by this large radiating surface.

The enclosing hoods are utilized for two purposes. First, they make an enclosure which is absolutely dust tight; second, they form a support for the ball bearing cages. This unique feature of the P-K Motor effects a considerable saving in material and space. To secure a dust tight joint, a drive fit between two machined surfaces is employed. The end of the hood is machined and fits into a machined clamping ring which is mounted on and assembled with the stator core. The varnish impregnating and baking treatment, to which each stator is subjected after it is wound, makes an absolutely air tight joint between the clamping ring and the stator core. Since it is unnecessary to ever remove this ring, even in case of repairs, this joint is always kept intact.

Similarly, the use of the cage type ball bearing construction makes it unnecessary to remove the bearing when the machine is disassembled. The bearings remain in their cages on the shaft. Thus no joints are disturbed, making the dust tight feature solely dependent upon a metal to metal drive fit which is absolutely permanent.

Whirling of the cooling air and air pockets are completely eliminated. Thus maximum service from the cooling air is obtained. This

large volume of fully effective air passing through the motor makes it possible to use every pound of material to the greatest advantage, offsetting completely the small amount of power consumed by the fan. As a result the P-K Motor is just as highly efficient as the standard open type motor. The losses in this machine have been so apportioned as to give a perfectly balanced motor. The large cooling surfaces on the enclosing hoods materially decrease the amount of heat which must be conducted through the steel to the radiating surfaces. Hence the additional heat resulting from the increased copper losses present when the motor is subjected to overloads, are largely absorbed by the enclosing hoods. Core temperatures are kept at a minimum and injury to the insulation is prevented.

The P-K Motor is designed to give the same power factor, starting torque, pull out torque, starting current, and slip as the standard open type motor. In fact not one of the desirable characteristics which distinguish American Motors has been sacrificed in the development of this new Type P-K.

The removable stator and the cage type ball bearing construction which distinguish American Motors are also incorporated in the P-K Motor. This motor can be operated under the most severe conditions where abrasive dust, chemical fumes, and excessive moisture are pres-

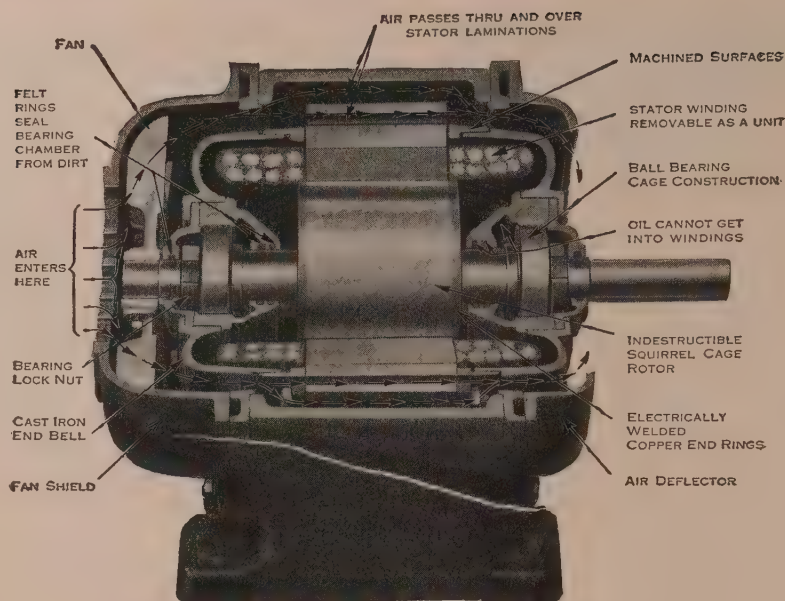
ent, without incurring any hazard. It is built in all sizes up to 40 horse power.

Extended grease pipes project thru the enclosing hoods so that the bearings can be lubricated without removing any part of the motor.

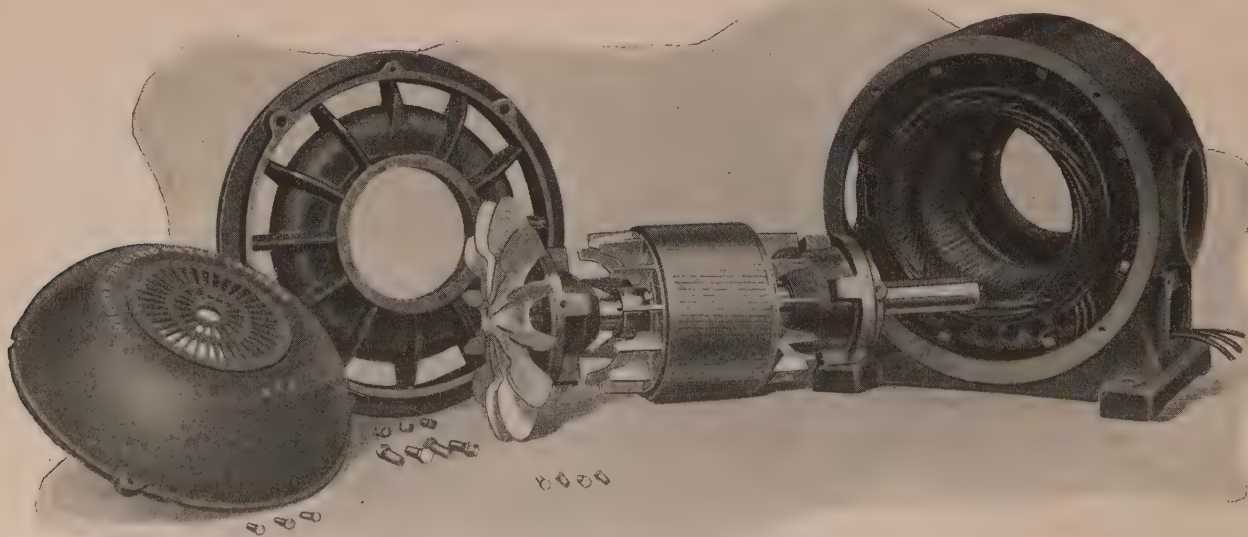
In the engraving herewith showing the P-K Motor disassembled it will be noted that the flange has a machined surface assuring dust proof joint. Leads are brought out thru sealed terminal block to prevent entrance of dust. The sectional view shows the passage of the air and the sealing of the bearings.

T. W. Harvie, general manager of the port of Montreal, has denied the charges made by W. M. Jardine, United States secretary of agriculture, that American grain is tampered with in going through Montreal and that there is collusion between United States exporters and the parties who do the tampering in Montreal.

It is proposed to abandon the government grain monopoly in Switzerland. The matter is to be referred to a national referendum next autumn. This is one of the last remaining of all the special government monopolies established during the war. It is proposed to continue the payment of subsidies and even to add something to the charges on imports but to throw the trade open.



Sectional View of Type P-K Totally Enclosed Motor.



Type P-K Motor Disassembled. Removable Rotor Unit Showing Dust-Proof Machined Surface of Flange.

Sound Legislation Backed by Education

Address by A. J. Ogaard, Executive Secretary, before Farm Seed Ass'n of North America

As a commodity, field seeds are of such fundamental importance, that it was only to be expected that federal and state legislation would be found expedient primarily on behalf of the seed consumer and incidentally to protect producers and distributors from certain unwholesome and unfair competitive practices. Such legislation has been in operation for a sufficiently long period of time in the United States and Canada to warrant serious inquiry as to its effectiveness in terms of objective results.

Various types of legislation have been proposed and enacted but thru cooperative efforts between the analysts and the trade the Uniform Seed Law has been accepted as the standard guide in the United States. Of the 46 states now carrying seed laws on their statute books 15 states have the uniform law; 18 states have laws conforming to the general principles of the Uniform Seed Law with deviations of greater or less degree. Thirteen states have seed laws ignoring the principles of the Uniform Bill. While it is admitted that local conditions may justify some deviation from a plan designed to meet the average conditions of our country, yet it is to be hoped that the work of the Seed Council of North America may bring about the careful analysis of the seed legislation of each state by local councils or representative committees to the end that unwarranted deviations from the Uniform Seed Law may be eliminated. Many of these variations are the result of individual opinion based on insufficient knowledge of the practical factors involved. Short sighted political expediency is possibly responsible for some of the existing nonuniformity.

The Uniform Seed Law requires an official seed label carrying certain information as to purity and germination. In Canada the Dominion Seeds Act sets up certain grade requirements involving factors of germination and purity.

Any legislation which is not enforced is bound to introduce influences which tend to nullify the benefits which were expected thru its enactment. In this connection the Seed Council studies indicate that out of 46 states having seed laws, only 5 states or less than 11 per cent are enforcing the law to a reasonable degree; 22 states make scarcely any effort at enforcement while 16 states take half hearted interest. It is evident that the seed consumers of the country as a whole are merely laboring under the delusion that they are being afforded protection.

Scrupulous seedsmen are at the same time being compelled to meet the unfair competition of seed distributors who either mislabel seed or conveniently forget to label at all. The situation with respect to enforcement is primarily traceable to such causes as (a) Insufficiency of funds, (b) lack of proper equipment and trained personnel, (c) lack of interest by officials, dealers and farmers. The correction of this deplorable situation, will depend on the awakening of local interest, possibly thru the activities of the Seed Council operating through similar representative bodies in the various states.

Seed laws and seed laboratories are supported by the taxpayer's dollar as an investment upon which dividends should rightfully be expected. Based on returns in terms of objective results, what values should be placed on the stocks of Seed Legislation, Incorporated?

No fair minded observer would testify that seed legislation had not brought about improved conditions within the seed trade. Commercial seed supplies from the standpoints of germination and purity are on the whole quite satisfactory. The consumer can get pure seed of good germination if he is guided in his buying by due considerations for quality instead of nibbling at price bait. Low grade seed is going to be offered and sold just so long as the consumer continues to play the part of a "seed sucker." No law should be necessary to protect the consumer from himself.

But of primary interest is the effect of the seed law as measured by conditions on the farms in terms of yields, net returns, weed infestation, etc. Suppose we examine available records as to the weed problems. The state of Wisconsin is estimated to be losing 46 million dollars per year from weeds. The weed tax in Indiana is placed at \$14 per capita. Pennsylvania has a weed leak of 24 million dollars every year. My friend, R. H. Black of Minneapolis, has been working on the grain dockage question as it affects the spring wheat states of Minnesota, North and South Dakota and Montana and estimates a total loss of almost \$40,000,000 annually for the wheat crop alone. We can only conjecture as to the total toll exacted from the Agricultural industry of the United States and Canada by this common enemy—Weeds! But it can safely be said that

the losses are on the increase rather than on the decline. Evidently legislation as a sound means of solving the weed problem has been a failure.

The farmer may clean the seed or he may not. Often he roughly cleans the seed for sale and retains the screenings for his own use or for sale on a price basis to his short-sighted neighbor. "Back fence" trading in untested low grade dirty seed is one of the important factors contributing to make our weed problems an ever increasing menace.

Personal observation showed spring wheat containing 22 per cent wild oats being planted. In Minnesota, observations were made in 6 localities; 653 samples of seed as found in the seeder boxes were obtained from 477 farms. The average dockage was 4.93 per cent consisting mostly of weed seeds. The average number of weed seeds per pound of grain or other seeds sown was 1,751. The average number of weed seeds sown per acre was 81,893 or an average of 1.66 seeds per square foot. In the case of clover they were planting 208,000 weed seeds per acre or 1,300 weed seeds per square rod.

In Canada seeder box surveys are being conducted as a definite part of a broader and better balanced seed program. The results obtained to date indicate that farmers are planting a great deal of off-grade, dirty seed raised on their own farms or handed over the "back fence" by a neighbor. In one of the provinces 70 per cent of the wheat being used for seed graded No. 3 or rejected. Under the Canadian seeds act, seed so graded might contain 5 primary weed seeds and 20 secondary weed seeds per pound. In other words, such seed could be contaminated to the extent of 5 Canadian thistle seeds and 20 wild oats per lb. Would this same farmer buy such seed thru regular channels if it were properly labelled?

Origin in Label.—Some seed laws call for labeling as to origin (place where grown) and as to variety. The intentions are good but in actual operation such requirements in the seed law are a snare and a delusion. If a law is to serve its purpose, it must be first, sound; second, backed by public opinion and third, enforceable. The labeling requirements as to variety or origin is non-enforceable because no practical method is provided for checking up on statements as to varietal purity or origin. The seed analyst is able to determine purity and germination on collected check samples but in most seeds the determination of variety or place where grown cannot be done by laboratory examination. What is the result? The consumer is led to believe that he is being protected as to variety or origin of seeds when in fact the law is powerless to help him in that particular respect.

The honest and scrupulous dealer pays the extra premium for seeds genuine as to variety or dependable as to origin but in selling the seed, he meets the unfair competition of the distributor whose conscience is not disturbed when he buys inferior unreliable seed of unknown origin or variety and sells it as the genuine article. It is an impossible situation for the consumer and the honest seedsmen.

Varietal purity has no place in state seed laws. Seed registration or certification should be employed to safeguard producers, dealers and consumers in the solution of the varietal problem. As to origin, the services and protection of the seed staining act and the federal verification plan meet the situation in a sane practical and workable manner. In brief, we may say that state seed legislation based on seed laboratory service takes care of all classes of seeds where variety or origin are not of economic importance. Seed Certification based on a system of field and seed inspection solves the varietal problem in classes of seed and for localities where a certain variety is wanted. Seed Staining and Verification based on documentary evidence and other checks should be employed in classes of seed and in localities where seed grown in a certain area has been found desirable.

Consumer must be Convinced.—But all of the research work, seed laws, and seed services, are going to be seriously handicapped unless the consumer not only is informed but also convinced that the recommendation and services offered are sound and practical. He must be "sold" on the idea that clean, pure, viable and adapted seed are a matter of dollars and cents to him personally as measured by his net income. There is at the present time a great crying need for educational seed programs on broader lines than now generally exist—programs which consider all phases and agencies involved and which focus their attention primarily on the accomplishment of results. "Education" has been kept in the background while legislation and regulation have been over stressed. The consumer should know the

"Why, What and How" of the various phases of this weed and seed problem. He will then become a more discriminating buyer of seeds who knows what he wants and why he wants it and at the same time is willing to reward the distributor for the extra service involved in furnishing the superior product. Education is the "vitamin" which has been lacking in our seed program "diet." Create an intelligent demand for good seed and the commercial agencies will supply it. Dealers cannot afford to ignore demand. Neither can seed dealers be expected to adopt any added expense in behalf of a new service unless a demand is in existence which if met, will mean increased sales volume and greater profits. Mere pronouncements from officials and educational agencies do not necessarily mean that farmers have immediately modified their demands.

Extension Work Only Beginning.—To those who are skeptical of the potential power of well balanced educational programs in correcting the present unsatisfactory situation with respect to seeds and weeds, I want to emphatically state that agricultural extension work is only beginning. As the years roll by, extension work is becoming more sound and broad in its outlook. Its methods have gradually evolved from inspirational generalized oratory and publicity until now we find all over the country, educational programs based on a careful analysis of the facts and employing means in obtaining its goals which are as scientific as research itself. Too often the seed trade is misjudged because of the misguided activities of a small minority of unscrupulous dealers. It is also equally true that seedsmen are apt to pass judgment on extension work in general upon observations made in a limited area. More contacts and resultant sympathetic appreciation and understanding are needed on the part of both agencies.

This Ass'n is interested in sound, well balanced seed programs which are founded on facts and not on biased fancies. It feels that its members of the wholesale seed trade have a definite worthwhile contribution to make in putting such a program across. The Farm Seed Ass'n of North America is anxious to assist in the development, promotion and active support of a well balanced seed program which utilizes the fair and reasonable enforcement of practical seed legislation in balanced harmony with strong educational programs which fearlessly inform and convince farmers that cheap and inferior seed is dear at any price.



A. J. Ogaard, Chicago, Ill.
Executive Sec'y Farm Seed Ass'n.

Southern Seedsmen Convention Draws Record Attendance

One of the finest meetings ever held by the Southern Seedsmen's Ass'n was this last one, the tenth annual convention, held in New Orleans, on June 21, 22 and 23. The business programs were of exceeding interest and the entertainment was unexcelled. Over 125 were present.

OPENING SESSION was called to order by President Duncan Fort, of Nashville, Tenn., at 10:30 Thursday morning, in the Hotel Monteleone.

WELCOME to the "Garden Spot of America" was extended by W. T. Hall, Commissioner of Public Works, New Orleans, which was ably responded to by M. Coyle Shea of Memphis, Tenn.

PRESIDENT FORT followed with the address of that office. His able address is herewith quoted in part:

President Fort's Address.

In weaving the warp of prosperity and happiness, I feel that the Seedmen's Association stands among those on the firing line. They stand close to the man who holds the throttle and produces the elements on which our growth and prosperity is built, and so I say to you, the Seedmen of the South, shoulder your responsibility and fall in line with the caravan of progress that we may be in a position to meet the new demands that are yet hidden in the future.

As business men and not as theorists we come together to discuss the ways and means to increase profits and decrease overhead, and thus far in the seed business nobody has solved the situation.

A survey of the southern states recently indicates that this represents a normal year in the seed business, with some sections reporting a little better news than that. Collections over the South show a slight tendency to have slowed up, and while these conditions enter into our business, their causes are so numerous and vary to such an extent that it is almost impossible to put our fingers on the trouble. One interesting and encouraging fact in the survey reveals that in most cases the seedmen of the South have cleared out their stock to a good degree. This is probably due to the bad season, and the sections where so much replanting had to be done and calls to my mind the old saying, "Ill bloweth the wind that profits nobody."

I congratulate the seedmen on being able in most cases to start the new year with a clean slate, so far as stocks are concerned, but we want to do more than keep each year normal, because conditions in the South are not remaining normal, and we must keep our business in harmony and in step with the advancing age. Certainly, there must be something that the army of seedmen in the South can do to add to the prosperity of our section.

It might be well here to note some of the rapid strides that our southern states have made in the last quarter of a century.

It appears to me that the seedman in a town is the logical man to advocate and add momentum to the theory of diversification. Certainly, when a seedman sells farmers a variegated list of seeds that he has, so far as that farmer is concerned, diversified.

The Southern Seedsmen's Association is a wonderful organization and has accomplished much for its members during the past ten years. Each year we receive members into our association, but at the same time there are those who resign or drop out for different reasons. Therefore, our membership hangs around the same old mark from year to year when it should be doubled in size.

I furthermore recommend that two prizes be offered by this association, one to the member securing the most active members and one securing the most associate members. You are not restricted to either active or associate members. It will be the duty of the executive committee to value and select the prizes.

FRANK S. LOVE, Sec'y-Treasurer, Jacksonville, Fla., delivered the reports of the offices he holds. The customary auditing committee, composed of A. R. Venable, Richmond, Va.; Cecil Moss, Union City, Tenn., and H. M. Kilgore, Plant City, Fla., were then appointed.

F. C. McNABB, Los Angeles, Calif., stressed the importance of assuming an unselfish atti-

tude and working for the trade as a whole in the matter of broadcasting over the radio.

LUNCHEON in the new home of the Reuter Seed Co. followed closely upon the heels of adjournment.

THE SECOND SESSION convened Thursday afternoon at three, President Fort presiding.

"AS YE SOW, so shall ye reap," was the text of the first address delivered by B. B. Jones, sec'y of the Agricultural Bureau of the Association of Commerce, New Orleans, who stressed "uniformity."

J. H. BURDETT, of the National Garden Bureau, Chicago, outlined the work and accomplishments of the Bureau.

L. P. COHEN, Huntsville, Ala., chairman of the Transportation Com'ite, reported, which resulted in appropriating \$500 to carry on the work of this com'ite.

H. G. HASTINGS, Atlanta, Ga., made a very comprehensive report on the work done in the past twelve months by the com'ite on Postal Regulations, which work has resulted in more favorable remote zoning.

E. D. HICKS, JR., Nashville, Tenn., chairman of the Membership Com'ite, submitted the names of several applicants.

ADJOURNMENT was at five.

THE BANQUET Thursday evening was given in a private dining room at the La Louisiane Restaurant, in the quaint old French quarter of New Orleans, accompanied by a most enjoyable cabaret entertainment. Seedsmen songsters' close harmony brought deafening applause.

When the party had reached "fever" heat, Louie Reuter chartered the famous old Absinthe House, where dancing continued 'till dawn.

THE FRIDAY MORNING session, the third business meeting, convened at 10:15, President Fort presiding.

HON. HARRY D. WILSON, Commissioner of Agriculture, Baton Rouge, La., spoke on seed legislation and the lack of funds to enforce present seed laws in the state. The speaker also stressed the importance of putting out uniformly good seed.

RESOLUTIONS COMMITTEE appointed by the president were: Ray Hastings, Atlanta, Ga.; Leo Coen, Huntsville, Ala., and J. B. Patton, Memphis, Tenn.

A COMMITTEE on Experiment Stations and State Agricultural Colleges was recommended at this point, the purpose being to establish contacts with these two educational sources to bring about harmony of purpose, etc.

NEW MEMBERS elected, both active and associate, include: John Mosby Seed Co., Nashville, Tenn.; Shuler & Smoak, and Muford & Williams, Thompson Station, Tenn., and Henry Fish Seed Co., Santa Barbara, Calif.

A BUFFET LUNCHEON was served at the International Trade Exposition, where exhibits from all parts of the world were viewed. This project is sponsored by the Government as a place of display for our home-made products as well as those of many foreign nations. Syncopated harmony and artists' selections greeted the delegates once again, quite to their surprise.

THE FOURTH BUSINESS SESSION convened Friday afternoon at 3:15.

DR. GUS DYER, editor of the Southern Agriculturist, spoke on "The New Industrial Revolution of the South." In part, he said:

We have had all sorts of theories about who controls business. We used to think it was a trust; sometimes Wall Street, sometimes the bankers. Now we are beginning to realize that it is the millions of consumers. The merchants are the servants of the millions of consumers, and you have got to do whatever they want and do it just the way they want it.

Industries today are going back to the country and going back to the small town, and I do not know of anything more important for merchants to realize than the fact that if you are looking for business in the next generation, do not look to the big city. It is not sentiment; they are driven there by economic laws.

MOTION PICTURES came next, the broad subject being the American Seed Trade Ass'n convention at the Ferry Farm in Detroit last year.

"THE OYSTER SHELL Industry and Its Relation to the Farm" was the subject of a talk given by C. E. King.

ELECTION OF OFFICERS resulted in the selection of Wm. Hall, Louisville, Ky., president; A. Reid Venable, Richmond, Va., vice-president; Martin J. Yopp, Paducah, Ky., second vice-president; Frank S. Love, Jacksonville, Fla., sec'y-treasurer, and A. W. Tibbetts, Chicago, Ill., ass't sec'y. Executive Com'ite members included Ray Hastings, Atlanta, Ga., and H. M. Kilgore, Plant City, Fla.

A. T. De La Mare was voted honorary membership in the association.

SEC'Y LOVE was presented with a purse containing \$246.50 by H. G. Hastings, as a token of appreciation for his ten years' service. Ex-Pres. Fort was given a handsome set of silver goblets.

Therewith the convention business sessions adjourned *sine die*.

FRIDAY EVENING was left open, intentionally, to permit the "Will o' the Wisp" spirit to reign supreme, as it did.

SATURDAY was spent at Ponchatoula, La., at John Farm. Here, with their private orchestra and entertainment cast of twenty-five, the seedsmen reveled the whole day. Dancing, entertainment, swimming, in short, every sort of entertainment imaginable, including bathing beauty contests. A 40-piece band from Independence, La., performed in the late afternoon, just preceding the A-to-Z picnic supper. Baseball with grapefruit and oranges, boating, etc., followed until 6:30, when the guests departed for New Orleans.

SOUTHERN HOSPITALITY outdid itself, much to the credit of Louis Reuter and Charles Weinberg. California seedsmen have been hearing so much about this convention that eleven of them were in attendance this time.

TWO SPECIAL CARS on the Panama Limited brought about thirty delegates to the seeds conventions at Chicago.

Wheat ground during 1927 totaled 500,-850,275 bushels, by a monthly average of 1,055 mills, having an average daily capacity of 658,688 bushels every twenty-four hours.

Dr. Geo. I. Christie, at present director of the experimental station and director of extension at Purdue University, Indiana, has been appointed pres. of the Ontario Agricultural College at Guelph, Ont.

Nils A. Olsen was appointed chief of the Bureau of Agricultural Economics, effective July 16. He has been assistant chief of the bureau, in charge of research, since May, 1925. Mr. Olsen was graduated from Luther College, Ia., in 1907; was a graduate student in history and economics at John Hopkins University in 1907-08; received a master's degree in history and economics at the University of Wisconsin in 1909; was an instructor in history and economics at Muhlenberg College, Pennsylvania, 1909-10; an instructor and graduate student in history and economics at Harvard University 1910-12, and a farm manager from 1912-19. He was born at Herscher, Illinois, August 31, 1886.

American Seed Trade Convention Huge Success

The forty-sixth annual convention of the American Seed Trade Ass'n, held June 27, 28 and 29 at the Hotel Stevens, Chicago, Ill., was a howling success, to say the least. In addition to being one of the most constructive and interesting meetings yet scheduled, the large attendance and the unique entertainment made this gathering one that will be long remembered.

LEONARD R. CONDON, President, Rockford, Ill., called the first session to order Wednesday morning.

L. W. WHEELER, an ex-president of Gilroy, Calif., who presided at the Los Angeles convention in June of 1925, delivered the welcoming address.

LOUIS B. REUTER, first vice-president of New Orleans, La., responded.

PRESIDENT CONDON delivered the annual address of the office he held, citing benefits accruing, both profitable and educational, to all engaging in the discussions, as well as the responsibilities attached to membership. "You will get out of this association returns in proportion to that which you put into it," he stated. Elimination of trade abuses and the success of group meetings were also alluded to. In concluding, several recommendations were made.

SEC'Y C. E. KENDEL, Cleveland, O., presented only a brief report of his office, as the full report is to be published with the proceedings this fall. A membership of 227, an increase of 3 over last year, was mentioned.

CHARLES GUELF, Cambridge, N. Y., presented the report of the Necrology Com'ite, reporting the sad loss of Henry Nungesser, Frank H. Woodruff, Henry Fish, J. Charles McCullough, Martin H. Brunjes, James L. Kimberlin, J. C. Robinson and Alexander Forbes.

A rotary roll call was made, each member announcing his name, firm name and city.

DAVID BURPEE, Philadelphia, Pa., presented the report of the Postal Com'ite, going into detail on the new reduced Postal Law, effective July 1.

Following the introduction of Wm. Harper Dean, manager of the Agricultural Section of the United States Chamber of Commerce, to the convention, the first business session adjourned at 11:30, to convene at ten the following (Thursday) morning.

WEDNESDAY AFTERNOON was given over to Group Meetings, The Wholesalers and Growers Group, the Mail Order Group, etc.

PRESIDENT CONDON gave an informal reception for all seedsmen and friends Wednesday evening.

THE SECOND BUSINESS SESSION opened Thursday morning, President Condon presiding.

PROF. A. T. ERWIN, University of Iowa, spoke next.

A REPORT of the Pacific States Seedsmen's Ass'n was presented by Waldo Rohnert, Gilroy, Calif., president of said organization, which has just added thirty per cent increased membership.

C. R. ROOT, Denver, Colo., presented the report of the Colorado Seedsmen's Ass'n, outlining in detail their activities and goal. Denver seedsmen meet monthly every second Wednesday to discuss local problems.

W. P. HALL, Louisville, Ky., reported for the Southern Seedsmen's Ass'n, giving a brief report of their recent meeting.

CURTIS NYE SMITH, Boston, Mass., general counsel of this and some of the other seed trade organizations, presented the report

of the International Seed Trade Relations Com'ite, stating that at the Second International Congress at Bologna it was voted to appoint a Survey Com'ite to consider the trade practices and laws of all countries to the end that a better code of international seed trading rules could be drawn than without such knowledge. Representation on this com'ite was to be scattered, naturally.

"MEET IN DENVER!" was the invitation extended by C. R. Root, just prior to adjournment at one.

THE THIRD BUSINESS SESSION, Thursday afternoon, opened with an address by Dr. K. F. Kellerman.

EUGENE FUNK reported briefly on the Friendly Relations Com'ite, the Com'ite on Patents and Seed Storage Com'ite. He stressed the importance of seedsmen becoming better acquainted with the Experiment Stations.

PROF. HENRY W. SCHNECK, Cornell University, Ithaca, followed with another address.

THE COM'ITE REPORT on Experiment Stations was presented by Mr. Miller.

THE CONVENTION then went into executive session. Therein the report of the Legislative Com'ite, the Membership Com'ite, the Grievance Com'ite, Report of the Counsel, etc., were given.

NEW MEMBERS include the St. Louis (Mo.) Seed Co., and the Hall Stingle Co., Ashley, Ind.

KIRBY WHITE, Detroit, Mich., gave the report of the Com'ite on the President's Address, and the following recommendations of the President, submitted as a supplement to the President's report, which were adopted:

That the services of counsel, Curtis Nye Smith, be retained.

That group organization be considered a permanent part of the program of the association.

That every facility of the association be placed at the service of the U. S. Dept. of Agriculture.

That the treasurer be instructed to charge a registration fee of \$5 to each company sending one or more representatives to the next annual convention; this money to be used to defray entertainment expenses.

That prompt notification of all committee appointees be recommended to the president.

That the ass'n commend the excellent service rendered by the National Garden Bureau.

That the American Seed Trade Association is solidly behind its president in his Declaration of Independence.

LUNCHEON and a Style Show at Marshall Field & Co., was enjoyed by the ladies and many men after the morning session, Thursday.

THE ANNUAL BANQUET Thursday evening was a gala affair. Leonard Vaughan acted as toastmaster. Gift bags were presented to everyone, containing contributions from about forty-five firms. The entertainment was superb, and was the gift of about fifteen Chicago firms.

THE LAST BUSINESS SESSION was called to order Friday morning. The first matter of business was the reports of the Group meetings.

W. L. OSWALD addressed the convention on "Closer Contact with Agricultural Experiment Stations," dealing particularly with the distribution of "Certified" seed.

A BUDGET of \$10,000 for association expense was voted for the ensuing year.

A. J. OGAARD, Executive Sec'y Farm Seed Ass'n of North America, Chicago, addressed the convention on closer co-operation between the two ass'ns.

OFFICERS ELECTED for the ensuing year resulted in the choice of Louis B. Reuter, New Orleans, La., for unanimous choice of president; Waldo Rohnert, Gilroy, Calif., unanimous choice for first vice-president; Walter D. Steel, Toronto, Ont., ditto, second vice-president; and Sec'y Kendel for sec'y-treasurer; and G. F. Bradley, ass't sec'y.

PETER HOLLENBACH, Chicago, was then made an honorary member of the ass'n.

THE EXECUTIVE COM'ITE were re-elected, and included Kirby White, Detroit, Mich., and Leonard Vaughan, Chicago. The Membership Com'ite was also selected at this time.

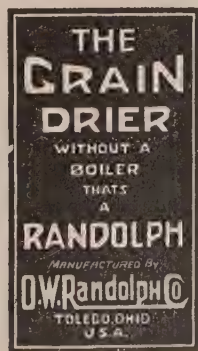
In concluding the convention was the presentation of a beautiful flat silver service to the out-going president, Leonard Condon, which was most graciously accepted.

Adjourned *sine die*.

Friday afternoon the entire delegation was escorted to the commodious wholesale plant of the Leonard Seed Co., where luncheon was served.

The White Sox Ball Park was the final scheduled destination of the convention.

Seventy-seven thousand farmers in Alberta produced last year's crops valued at \$330,000,000, or an average income of over \$4,300 per farm. This result was accomplished on farm lands of an average value of \$26 per acre, as compared with lands in Iowa—a fruitful source of Canadian agricultural immigration—where land values average \$227.09 per acre, or even Minnesota where average values are \$109.23 per acre, exclusive of the additional handicap of higher taxation.—Hon. George Hoadley, Premier of Alberta.



Capitol Elevator, Duluth, Minn.

This plant is equipped with a Randolph Direct Heat Grain Drier

Farm Seed Ass'n Holds Constructive Convention.

A great deal of constructive work was accomplished at the twentieth annual convention of the Farm Seed Ass'n of North America, held in the Stevens Hotel, Chicago, Ill., on June 26-27. President Ernest Ford Crossland, Toronto, Ont., and his com'ites worked diligently on the preparation of the program for this meeting and action was taken on many matters which were brought up for consideration. Most of the sessions were of an "executive" nature.

The feature of this convention was an Open Meeting on Tuesday afternoon, June 26.

PRESIDENT CROSSLAND called first executive session to order at 9:30, Tuesday morning.

Following roll call, President Crossland delivered his annual address.

CLARENCE K. JONES, Sec'y-Treasurer, Baltimore, Md., followed with the reports of the two offices he holds.

CURTIS NYE SMITH, Boston, Mass., Counsel, presented his report.

APPOINTMENT OF COM'ITE on Reports of Officers and Standing Com'ites followed.

COM'ITE REPORTS ensued, including those of the following com'ites: Membership, Arbitration, Legislative, Co-operative Com'ite on Agricultural Interests, Grievance, Trade Rules, Com'ite to Joint Meeting of Trade Ass'n, Com'ite on Hard Seed Fellowship, Traffic, Regional Co-operation Com'ite, Com'ite on Foreign Relation, Expansion and Com'ite on Alfalfa Seed Certification.

HENRY T. FOWLER, official of the United States Chamber of Commerce, Washington, D. C., addressed the meeting on "Stabilizing Trade Practices."

WM. HARPER DEAN, another official of the same body, spoke on "Teamwork for Agricultural Prosperity."

F. W. KELLOGG, Milwaukee, Wis., chairman of the Trade Practice Com'ite, presented the report thereof.

A. J. OGAARD, Executive Sec'y, Chicago, delivered the report of the accomplishments of his office.

The Open Meeting.

E. C. PARKER, Assistant Chief Marketing Specialist, Hay, Feed and Seed Division of Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C., was the first speaker on the Tuesday afternoon "Open Session" program. His very interesting and instructive talk will be published at a later date. His subject was "Timothy, Past, Present and Future."

W. A. WHEELER, Chief of the Hay, Feed and Seed Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C., had the subject, "The First Year's Progress with Seed Verification," which he treated admirably.

FRED MILLIS, Indianapolis, spoke on "Collective Advertising."

A. J. OGAARD, Executive Secretary, presented a splendid address on "Sound Legislation Backed by Education," which is published elsewhere in this number.

THE SECOND EXECUTIVE SESSION was called to order Wednesday morning at 9:30. This session concerned itself with reports in which members were vitally interested and concerned, and included the Publicity com'ite, Com'ite to Provide Income, report of Representatives to Second International Congress of Clover and Grass Seed Trade, Com'ite on Buying Profitably, Com'ite on "Reports of Officers and Standing Com'ites," etc.

NEW OFFICERS elected were: Linden M. King, Northrup, King & Co., Minneapolis, Minn., president; Clifford Corneli, Corneli Seed

Co., St. Louis, Mo., vice-president; Clarence K. Jones, Baltimore, Md., sec'y-treasurer, and A. J. Ogaard, Chicago, Ill., executive sec'y.

Directors for the ensuing year are: Leroy J. Edwards, Rudy-Patrick Seed Co., Kansas City, Mo.; Ernest Ford Crossland, Toronto, Ont.; A. Homer Flanigan, Crawfordsville, Ind., and Trimble McCullough, Cincinnati, O. Hold-over directors are: L. L. McCulloch; Fred M. Kellogg, Milwaukee, Wis.; C. D. Boyles, Chicago, Ill.; Hugo Teweles, Teweles Seed Co., Milwaukee, Wis., and C. C. Massie, Northrup, King & Co., Minneapolis, Minn.

CHARLES D. BOYLES, Chicago, was appointed a member of the Advisory Com'ite of the Agricultural Service Department of the United States Chamber of Commerce.

FRED W. KELLOGG, Milwaukee, Wis., was selected a member of the Trade Relations Com'ite of the United States Chamber of Commerce.

Retiring President Crossland was presented with a handsomely bound volume of letters from every member of this organization, reflecting the appreciation of each individual for the splendid and constructive work he has accomplished. He was also presented with a very fine radio set.

TORONTO, CANADA, President Crossland's home, was selected as the meeting place for the next, the twenty-first annual meeting of this organization. Headquarters will be in the new eleven million dollar Royal York Hotel.

C. C. MASSIE of Minneapolis, Minn., then in Glasgow, Scotland, and Hugo Teweles, of Milwaukee, Wis., who is also abroad, both cabled their felicitations.

Unfinished and new business and the election of officers concluded the program.

Among Those Present Were:

I. Aldred, Toronto, Ont.; A. R. Baldwin, Chicago, Ill.; James R. Birkland, Minneapolis, Minn.; Henry Botzum, Akron, O.; Richard Burn, Mitchell, S. Dak.; Fred W. Camper, Indianapolis, Ind.; Peter Carr, Madison, Wis.; Charles H. Clark, Chicago, Ill.; Clifford Corneli, St. Louis, Mo.; H. B. Courteen, Milwaukee, Wis.; B. T. Craig, Jackson, Mich.; Ernest F. Crossland, Toronto, Ont.; W. H. Crossland, Milwaukee, Wis.; R. E. Cushman, Lansing, Mich.; Guy F. Davis, Lebanon, Ind.; Wm. Harper Dean, U. S. Chamber of Commerce, Washington, D. C.; B. W. Dulaney, Cincinnati, O.; I. Eckstein, Buffalo, N. Y.; R. E. Edwards, Rudy-Patrick Seed Co., Kansas City, Mo.; A. S. Fisher, U. S. Dept. of Agr., Washington, D. C.; A. H. Flanigan, Crawfordsville, Ind.; Henry P. Fowler, Washington, D. C.; F. R. Freeman, Crawfordsville, Ind.; E. D. Funk, Bloomington, Ill.

R. C. Gage, Sioux Falls, So. Dak.; Geo. S. Green, Chicago, Ill.; Geo. E. Hays, Louisville Seed Co., Louisville, Ky.; H. J. Hoening, Toledo, O.; H. D. Hogg, Toronto, Ont.; Clarence K. Jones, Sec'y-Treasurer, Baltimore, Md.; Maurice Keating, Salt Lake City, Utah; N. L. Kelley, Dallas, Tex.; Fred M. Kellogg, Milwaukee, Wis.; H. M. King, Battle Creek, Mich.; Linden M. King, Minneapolis, Minn.; Henry Kling, Cedar Rapids, Ia.; Max Kraus, Ft. Wayne, Ind.; L. R. MacMillan, Boston, Mass.; W. H. Magill, Fargo, N. Dak.; Fred W. Mangelsdorf, Atchison, Kan.; J. Geo. Mann and C. G. Massie, Minneapolis, Minn.; H. Trimble McCullough, Cincinnati, O.; J. S. Michael, Sioux City, Ia.; H. H. Miller and wife, Bloomington, Ill.; C. P. and Lester L. Morse, San Francisco, Calif.

H. A. Nelson, Fargo, N. Dak.; J. C. Olinger, Toledo, O.; C. G. Ouren, Council Bluffs, Ia.; D. A. Parks, Jackson, Mich.; F. P. Quick, Lincoln, Nebr.; Harry J. Rankin, Chicago, Ill.; Charles D. Ross, Louisville, Ky.; W. E. Savage, Jackson, Mich.; T. M. Scott, Corneli Seed Co., St. Louis, Mo.; E. H. Sexauer, Brookings, So. Dak.; Chas. S. and E. F. Spears, Paris, Ky.; R. C. Steele, Toronto, Ont.; Dillon T. Stevens, Corneli Seed Co., St. Louis, Mo.; H. J. Tucker, Akron, O.; E. Watkins, Toronto, Ont.; M. A. Wilk, Fargo, N. Dak.; J. H. Withey, Minneapolis, Minn.; Emil Wohler, Buffalo, N. Y.; Wm. P. Wood, Jr., Richmond, Va., and Geo. W. Young, Owosso, Mich.

Spring pig crop of 1928 decreased 7% from that of 1927 for the United States as a whole and also for the corn belt states according to the Department of Agriculture. This decrease is equivalent to about 4,000,000 head of pigs for the United States of which over 3,000,000 represents the decrease for the Corn Belt States.

Seed Verification Conference at Chicago.

All those interested and engaged in the verification of the origin of red clover, alfalfa and seed corn, etc., including about seventy dealers representing the thirty-three firms now engaged therein and the twelve then contemplating enrollment, held a conference on June 25 at the Stevens Hotel, Chicago.

The more important subjects taken under advisement were the kinds of seed to be verified this coming season and proposed changes in the amount and method of assessment of fees.

The conference was almost unanimous in the opinion that *all* lots of alfalfa handled by Verified-Origin Dealers should be verified.

It had been assumed at the inception of the verification-service that members would desire to continue the verification of red clover and obviously a number had enrolled during the first season with this thought in mind. Nevertheless, a large majority of those in attendance at this conference were opposed to continuing the verification of red clover, mainly because they failed to see an economic value to be derived therefrom commensurate with the trouble and expense of verifying this seed.

Agronomists in leading red clover seed consuming states still maintain the origin of red clover is important, despite the fact that results of tests made with seed from various states apparently have not been conclusive. Attention of the conference was directed to a considerable mass of correspondence from these agronomists in this respect.

The Seed Council of North America, which met in the Stevens Hotel, Chicago, on June 27, concurred informally in the opinions prevalent at the verification conference with reference to alfalfa and red clover, being of the opinion that greater support would be given to the service by state agencies and greater progress would unquestionably be accomplished if the verification service were limited to alfalfa. It was also highly recommended that all lots of this seed handled by verified-origin seed dealers be verified.

Only a few dealers showed much interest in the verification of the origin of seed corn and other seeds.

Two rates of fees to be assessed Verified-Origin Dealers under the general agreement were proposed at the conference, one rate to apply to those dealers and to those kinds of seeds in which verification of origin would be requested for *all* lots handled by such dealers, and the second rate to apply to those kinds of seeds in which verification of origin would be requested only for certain lots. It was thought that in the general program proposed one cent per 100 pounds for the former and three cents per 100 pounds for the latter would be reasonable and would cover approximately the cost of the service, as required by law.

If, however, it should be decided to limit the application of the service to alfalfa seed alone, it would then become necessary to raise the fee where all seed is verified to one and one-half or two cents per 100 pounds, inasmuch as nearly half of the seed verified the past season was red clover seed.

The schedule of fees to be adopted for the coming season will, however, necessarily await the receipt of application for enrollment.

It was also proposed to distribute the assessment of fees among all verified-origin seed dealers the coming season. Instead of making the assessment only on the first verified-origin-dealer handling the seed, the assessment of fees will be distributed among all verified-origin dealers alike for all verified-origin seed handled by them. This will ordinarily result in a reduction of the total fees paid by any one dealer, volume considered, and provide a more equitable distribution of fees among those who receive the benefits of the service.

Milan and Genoa, Italy, have wheat futures markets.

Field Seeds

Salt Lake City, Utah.—Paul V. Kelly, who was manager of the Pacific Seed House for a number of years, has severed his connections.

Pittsburgh, Pa.—Beckert's Seed Store has asked for the appointment of a receiver in the Common Pleas Court. Liabilities are listed at \$113,270 and assets at \$125,055.

Louisville, Ky.—The Louisville Seed Co.'s plant is to be torn down to make room for an approach to a bridge spanning the Ohio River. Plans for moving elsewhere have not been made public as yet.

Milwaukee, Wisc.—Alex Mathers now represents Hogg & Lytle, Ltd., Toronto, Ont., with headquarters here. Mr. Mathers will specialize in seed peas. He was formerly associated with the Everett B. Clark Seed Co., Milford, Conn.

Seedsmen and scientists will hold a conference in Madison, Wisc., on July 24-25, to discuss Seed Corn Problems, Imported Clover Seed Trial Plot Records, Handling Grimm Alfalfa, Seed Certification to Date, Emergency Hay Crops, etc. The gathering promises to be both interesting and well attended.

Brookings, So. Dak.—E. C. Clark has been appointed to the position of general seed manager of the Geo. P. Sexauer Co. He formerly was branch manager of the Des Moines office for the same company. Geo. L. Kurzweil has succeeded Mr. Clark. E. J. Foster has succeeded Mr. Kurzweil as traveling representative for eastern Iowa.

St. Louis, Mo.—The Corneli Seed Co. has moved its headquarters to 230 Biddle Street, and on July 15 will move its garden seed department and its general offices to this address. Heretofore this aggressive organization has maintained only its field seed headquarters here. The new arrangement more or less unifies the company's properties.

Dallas, Tex.—The Sherman (Tex.) Seed Co. and the Magnolia Seed Co. of Dallas, have been merged, and Jewel F. Plangman is president of the consolidation, which will hereafter be known as the Sherman-Magnolia Seed Co. Sherman and Harlinge properties will hereafter be operated as branch houses, headquarters being maintained in Dallas. L. A. Jones, Dallas, is vice-president; A. M. Lawrence, Dallas, is sec'y-treasurer. E. L. Odneal will manage the Sherman house.

Clover Seed made a new high this week. Simply case of no offerings. Can hardly recommend short sales until one learns more of what happened to the crop last winter and spring. Also get a line on the loss of acreage. However, growing conditions past month have been ideal sending crop along in great shape. Loss of meadows very apparent as you motor through the country, particularly in a radius of a couple hundred miles around Toledo.

Imports and Exports of Seeds.

Imports and exports of seeds for May, compared with May, 1928, and for five months ending with May, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS

	May 1928	May 1927	5 mos. ending May 1928	5 mos. ending May 1927
Alfalfa, lbs.	300	54,760	270,486	3,131,304
Red clover, lbs.	21,800	82,728	4,837,720	6,688,263
Alsike, lbs.	134,307	24,550	4,735,317	3,355,673
Crimson clover, lbs.	18,410		74,952	1,743
Other clover, lbs.	448,940	46,632	5,001,723	4,658,742
Grass seeds, lbs.	643,972	353,444	2,917,105	3,028,789

EXPORTS

	May 1928	May 1927	5 mos. ending May 1928	5 mos. ending May 1927
Alfalfa, lbs.	24,861	12,661	277,721	732,941
Red clover, lbs.	14,024	14,024	272,521	591,867
Other clover, lbs.	4,082	2,852	239,145	147,549
Timothy, lbs.	460,886	143,377	7,533,413	6,747,262
Other gr. sds., lbs.	182,469	140,420	1,697,148	1,043,838

Nineteen dollars for October seems attractive in face of a fair carryover in all positions. December has lagged a bit but offers a good hedge against the old prime. Latter now about a dollar under December. Have seen the old stock bring premiums over the futures when the new crop finally showed a shortage big enough to warrant the price for the old. Just a hint to show what can happen. Never saw a season where the offerings are so scant but changes can come, and quickly sometimes.—J. F. Zahm & Co.

Milk Solids for Poultry.

Skim milk solids are fundamental in the poultry rations recommended by Massachusetts Agricultural College in Extension Leaflet No. 6.

Laying mash formula is: 100 lbs. bran, 100 lbs. middlings, 200 lbs. yellow corn meal, 100 lbs. ground oats, 50 lbs. meat scrap, 25 lbs. "powdered milk," 25 lbs. alfalfa leaf meal, 5 lbs. fine salt, 25 lbs. steamed bone meal, and the grain formula is 100 lbs. each of cracked corn, whole corn, wheat, or barley and oats. In addition the Leaflet recommends: "Feed skim milk whenever available. . . . When all the skim milk the bird will consume is available, meat scrap need not be fed."

For chicks, the laying mash with an additional 25 lbs. of dry skim milk is recommended, together with chick grain, 200 lbs. fine cracked corn, and 100 lbs. cracked wheat. Milk solids in the laying mash amount to 4 per cent; in the chick mash to 8 per cent.—*Dry News.*

A milling chemist employed by the Grands Moulins de Paris has devised an apparatus called the "Extensimeter" which graphically portrays the baking quality of wheat.

Feeding experiments with swine at the South Dakota Station indicate that a ration of ground barley, tankage, and linseed oil meal plus alfalfa hay ad libitum produced larger and more economical gains than did rations of ground barley, tankage, and linseed oil meal plus alfalfa hay or ground barley and ground oats plus alfalfa hay.

Marseilles, France.—The Compagnie des Docks et Entrepôts de Marseilles has completed a new elevator. It is situated alongside the "Dassin d'Areno" and has a capacity of about 22,000 tons. It is composed of 57 cylindrical tanks of a capacity of about 325 tons each of cereals, and 42 smaller cells of a capacity of 90 tons. Above the bins is the loading floor where belt carriers distribute the wheat to the various tanks.

Seed Movement in June.

Receipts and shipments of seeds at the various markets during June, as compared with June, 1927, were as follows:

	FLAXSEED		Receipts		Shipments	
	1928	1927	1928	1927	1928	1927
Duluth, bus.	156,078	216,063	222,014	137,635		
Chicago, bus.	158,000	177,000		1,000		
Hutchinson, bus.	4,000	1,000				
Kansas City, bus.			3,600			
Milwaukee, bus.	61,490	123,041				
Superior, bus.	108,600	144,092	65,530	1,571		
Ft. William, bus.	269,153	94,578	443,491	498,234		
New York, bus.	160,000	176,000				

	KAFIR		Receipts		Shipments	
	1928	1927	1928	1927	1928	1927
Galveston, bus.			77,142	64,535		
Houston, bus.			87,879	15,665		
Hutchinson, bus.	234,000	71,500				
Kansas City, bus.	343,200	240,900	385,000	332,000		
Minneapolis, bus.	456,700	276,580	172,720	89,410		
St. Joseph, bus.	9,000	1,500				
St. Louis, bus.	82,800	106,800	38,400	38,400		
Wichita, bus.	22,800	19,200	12,000	8,400		

	CLOVER		Receipts		Shipments	
	1928	1927	1928	1927	1928	1927
Chicago, lbs.	40,000		66,000	74,000		
Milwaukee, lbs.	679		1,786			
New York, bags.	600		373	360		

	TIMOTHY		Receipts		Shipments	
	1928	1927	1928	1927	1928	1927
Chicago, lbs.	1,039,000	779,000	418,000	134,000		
Milwaukee, lbs.	194,345		125			

	SORGHUMS		Receipts		Shipments	
	1928	1927	1928	1927	1928	1927
Ft. Worth, bus.	165,200	278,600	502,600	176,400		
New Orleans, bus.	4,200	6,000				
Cincinnati, bus.	1,400	1,400				

	CANE SEED		Receipts		Shipments	
	1928	1927	1928	1927	1928	1927
Ft. Worth, bus.	3,000	32,000	1,000	1,000		
Kansas City, bus.	12,560	4,600	17,250	8,050		

Books Received

YEARBOOK OF AGRICULTURE, published by the U. S. Department of Agriculture, W. M. Jardine, sec'y, follows the same method that was employed in previous volumes. In addition to the report of the Sec'y of Agriculture and the statistics of agriculture, including detailed statistics on grain, several hundred articles, arranged alphabetically under the general title "What's New in Agriculture," appear. Historical series going back to 1867 are shown for major crops. For the major grain crops, acreage, yield, production, farm, market, and some foreign prices, farm values, abandonment figures when pertinent, monthly marketings, supply, farm stocks, receipts at primary markets, visible supply, inspection for export, and international trade are shown. This information is given by states and ends with the crop year 1926-27. U. S. Department of Agriculture, Washington, D. C.

SOYBEAN PRODUCTION IN ILLINOIS, by J. C. Hackleman, O. H. Sears and W. L. Burlison. The method of handling soybean seed immediately after threshing is important. Improper handling has caused the loss of thousands of bushels of good seed. It is not safe to store soybeans having a high moisture content in a deep bin. Soybeans which test more than 12 per cent moisture at threshing time should be examined frequently, if stored in large lots. When the moisture content exceeds 15 per cent, they should either be spread out to permit frequent stirring or else be put in bags which can be moved about. Where only small lots are handled, the threshed beans are sometimes put into loosely woven burlap sacks, about 1½ bushels of seed to a sack. These sacks are then set in rows and space left between the rows. If the beans begin to heat, they can be stirred by inverting the sacks, and in this way loss will usually be avoided. Seed stored in sacks and corded up is susceptible to heat damage if the moisture content is high. Bulletin 310, Agricultural Experiment Station, Urbana, Ill.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Supreme Court Decisions

Counterclaim for Failure to Furnish Cars. Shipper, in action by railroad to recover demurrage charges, *held*, entitled to set up as a counterclaim cause of action for negligent breach of duty by railroad to furnish cars during times referred to in complaint, particularly where at time of hearing on motion to strike counterclaim cause of action could not be asserted as separate action because of running of statute of limitations.—*C. M. & St. P. Ry. Co. v. Pioneer Grain Corporation*. U. S. District Court, Minnesota. 26 Fed. (2d) 90.

Carrier Must Adhere to Schedule Rates.—Carrier cannot avoid compliance with published rates by showing that such rates, if enforced, would violate long and short haul clause of Interstate Commerce Act 49 USCA § 4(1); Comp. St. § 8566(1), and subject carrier to penalties, since such a showing would only be evidence of intention indicating that a mistake was made; carrier's remedy being by applying to Interstate Commerce Commission to have rate changed.—*Texas & N. O. R. Co. v. Magnolia Provision Co.* U. S. Circuit Court of Appeals. 26 Fed. (2d) 72.

Claim by Consignor or Consignee.—Where complaint in consignor's action for destruction of shipment while in carrier's possession, and in which consignee was joined as party plaintiff, alleged that consignor delivered written claim of loss to carrier within six months, as required by B/L, demurrer to complaint on ground that title to shipment had passed to consignee, and that no claim for loss was presented by consignee, *held* properly overruled, since complaint did not show that claim for loss must be filed by consignee, or that it may not be filed by consignor under Carmack Amendment to Interstate Commerce Act (49 USCA § 20 (11, 12), and B/L was not made part of complaint.—*Star Furniture Co. v. Carolina & N. W. Ry. Co.* Supreme Court of North Carolina. 143 S. E. 242.

Bank "Guaranteeing Prior Indorsements" Liable for Forged Indorsements.—Defendant bank paid drafts drawn on an insurance company, indorsed them, "Pay to any bank or banker," with a guaranty of genuineness of all prior indorsements, and forwarded them to plaintiff bank, of which the insurance company was a depositor. Plaintiff paid the drafts and charged the amount to the depositor's account. The prior indorsements were forgeries, and on demand of the insurance company plaintiff took up the drafts and brought suit against defendant on its guaranty. *Held*, that plaintiff was entitled to recover, either on the ground that the guaranty was addressed to it, as well as the drawee, or as succeeding to the rights of the insurance company, to which it became obligated on the faith of such guaranty.—*Philadelphia National Bank v. Fulton Nat. Bank*. U. S. District Court, Georgia. 25 Fed. (2d) 995.

Passage of Title to Shipment.—Title to coal shipped to buyer merely passed conditionally at time of delivery of merchandise to carrier, subject to buyer's right of inspection and rejection at point of destination, under Uniform Sales Law (Code 1927, §§ 9930-10007), especially sections 9976, 10002, and buyer's conduct in refusing to accept the coal and due and timely notice to the consignor amounted to a rescission of the contract, relieving buyer from liability for purchase price where coal shipped was not as represented. Where there is no meeting of the minds between buyer and seller as to goods sold on account of shipment of different merchandise than that ordered, delivery thereof to carrier does not constitute passing of title to the buyer, under Uniform Sales Law (Code 1927, §§ 9930-10007), especially sections 9976, 10002.—*Hostler Coal & Lumber Co. v. Stuff*. Supreme Court of Iowa. 219 N. W. 481.

Drawer of Check Not Liable When Collection Is Negligently Delayed.—Where collecting bank, which had previously failed to make collection on defendant's check given to plaintiff for price of lumber, because bank on which it was drawn and to which it was sent for collection reported it had not received check, thereafter again sent to same bank another check received from defendant to replace first check and did nothing further toward collection for 10 days, though reasonable time for payment did not exceed 5 days, *held*, that collecting bank was negligent, and plaintiff was not entitled to recover its loss from defendant on subsequent closing of bank, on which check was drawn, because of insolvency.—*Stout Lumber Co. v. Hayes*. U. S. Circuit Court of Appeals. 25 Fed. (2d) 841.

Fire Started by Locomotive Engine.—In action for damages for destruction of property by fire alleged to have been communicated by defendant's locomotives, instruction that, if jury were reasonably satisfied that spark arrester on locomotive was properly equipped and in good condition, and locomotive was properly managed by competent employees in passing plaintiff's property, jury could not find verdict for plaintiff, *held* proper, where there was nothing to show that there were any other equipment defects which might have contributed to setting out of fire. Mere fact that fire occurred soon after defendant's locomotive passed did not raise presumption that railroad was guilty of negligence in igniting or setting out such fire.—*Bessemer Feed Mills v. Alabama Great Southern R. Co.* Supreme Court of Alabama. 116 Southern 796.

Discounting Off Grades.

McCaull-Dinsmore Co., Minneapolis, Minn., plaintiff, *v. Fisher Flouring Mills Co.*, Seattle, Wash., defendant, before Arbitration Com'te No. 6 of the Grain Dealers National Ass'n, composed of F. E. Ryer, E. L. Dial and D. L. Smith.

It appears from the evidence submitted that both parties to the transaction were in accord with the terms of the contract, which contained nothing in regard to Federal Appeal. This question was not brought up until after receipt of account sales.

It also appears from the correspondence attached that the complainant's agent was recently connected with one of the Seattle firms and should have been familiar with the customs of this market. An inspection certificate is not issued until after car is unloaded. Complainant should have instructed buyer to call for reinspection and appeal, if necessary, to have grades and condition correspond with his views in the matter.

The rules of the Seattle Merchants Exchange permit barley of lower grades to apply on contract at buyer's option and we think the defendant was entirely within his rights and that the discount was very reasonable on "sample grade" barley. They could have taken a discount of at least \$2.50 per ton and probably more and still the discount would not have been excessive, as the rule reads: "Bright Western Barley grading No. 5 account conditions other than test weight may be applied at a discount of \$2.50 per ton off No. 3."

As to rule No. 26 of the Grain Dealers National Ass'n, we do not think it was the intention of that com'te to formulate any rules that would come in conflict with any rules or customs that are peculiarly fitted for certain sections of the country.

Rule No. 12 of the Seattle Merchants Exchange does not apply in this case. This rule applies only in case of rejection, which was not done in this case.

This com'te finds that this car of barley was handled in the usual and customary way and the discount placed against the contents on account of being "musty" and grading "sample grade" was reasonable. This com'te, therefore, finds in favor of the defendant.

Grain Carriers

Freight car surplus averaged daily 153,010 for the week ending June 8, compared with 143,264 for the week ending May 31.

Gross ton-miles per train-hour were 47.5 per cent greater in 1927 than in 1920. In general, this factor is the product of speed and train tonnage.

Confidence regarding the business trend during the third quarter of 1928 was expressed by three Shippers Advisory Boards which met during the latter part of June.

The American Railway Ass'n Report of the Car Service Division has just been issued and contains a vast amount of interesting data concerning the records of this division.

Gov. Al Smith of New York recently criticized the management of the Erie Barge Canal stating that the state in 1911 had appropriated \$19,000,000 for canal terminals and that "these terminals are not being used."

Shippers' Regional Advisory Boards meetings announced include the Mid-West, July 11, Milwaukee, Wisc.; Northwest, July 24, Fargo, N. D.; Southeast, Sept. 7, Biloxi, Miss., and Ohio Valley, Sept. 18, Louisville, Ky.

Grain and grain products cumulative loadings for the first 24 weeks of the past five years show a marked increase for 1928, and are, as follows: 1,035,889 for 1928, 971,386 for 1927, 980,493 for 1926, 953,273 for 1925, and 1,003,423 for 1924.

Hearings on the restriction of the use of second-hand bags to grain only, with refusal to accept flour in second-hand sacks, will be held by the Consolidated Classification Com'te at Niagara Falls July 10; Chicago, July 17; and Atlanta, Ga., July 25.

Allowing for the change in prices and wages that have occurred since before the war, the average freight train today is a more economical, speedy, and efficient means of handling the commerce of the country than it ever was before, it is shown by statistics now available.

St. Joseph, Mo.—R. A. Hill, of the American Railway Ass'n Service, has been stationed at St. Joseph this season in the capacity of terminal organization to prevent undue detention of carrier's equipment during the heavy wheat movement, and to promote car service efficiency in general.—N. K. Thomas.

Locomotive engineers employed on 55 western railroads were granted a 6½% wage increase on June 19. This will add approximately \$4,500,000 annually to the pay rolls of the western carriers. The pay boost is retroactive to May 1, 1928. The increase is about the same as recently awarded the firemen on the western roads.

St. Louis, Mo.—The St. Louis Shippers Conference requested the Interstate Commerce Commission to suspend the proposed rate reduction scheduled by the Terminal Railroads Ass'n, effective June 28. The shippers feared the reduction would result in poorer service or an ultimate increase in other classifications of terminal service.

In Docket Bulletin No. 461 the Southwestern Tariff Bureau proposes the following: "Oats, from points in Texas to points in Arkansas. To publish rates in a specific item in S.W.L. Tariff 23-Y on oats, carloads, from stations on the St. L. S. W. Ry. of Tex., Elyau to Sulphur Springs, Tex., inclusive, to Christman, Ogden and Ashdown, Ark., based on combination of locals over Texarkana, Ark.-Texas. The proposed rates, it is stated, are based on combination of locals over Texarkana, Ark.-Tex."

Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt
Aud. and Treas.
Champaign, Ill.

Harry J. Berman
General Counsel
Chicago, Ill.

Greenwood Springs, Colo.—Plans for moving the unusually heavy wheat crop of the West and Southwest, which is more than twice that of last year, and the livestock, which averages between 8 and 9 per cent more than last year, are among the important subjects discussed at the meeting of the Central Western Shippers' Advisory Board, held here on June 29.

The number of empty cars in the average freight train has increased more than the number of loaded cars. This apparently has been due to the success of the co-operative efforts of the railways and the shippers in distributing cars in such a way that they will always be where they are needed. In order to accomplish this, it seems necessary to move relatively more cars empty than formerly.

Optimism as to grain crops, agricultural conditions, business and industrial activity and freight traffic volume in the Central West, featured addresses and com'te reports at the twenty-first regular meeting of the Trans-Missouri-Kansas Shippers Board, at Wichita, Kan., June 20. An increase of 58.2 per cent in shipments of grain in the jurisdiction of this Board is forecast, compared with a year ago.

Cars loaded with grain and products during the week ending June 16 numbered 33,990, a decrease of 4,677 cars below the same week in 1927 and 4,136 cars below the corresponding week of 1926. In the western districts alone, loadings totaled 22,543 cars, a decrease of 2,069 cars below the same week in 1927. Loadings the previous four weeks were: 34,233 for June 9, 33,914 for June 2, 38,909 for May 26, and 38,357 for May 19.

Adequate transportation facilities, sound economic conditions with fair and optimistic outlook on prices and production is the pleasing situation facing the states of California, Arizona, Nevada and New Mexico, entering upon one of the heaviest production and marketing movements in their history. This was the analysis made by the 400 shippers, producers and executives at the meeting of the Pacific Coast Transportation Advisory Board at Fresno, Calif., late last month. Increases are expected in grain and grain products, etc.

Southwestern Freight Bureau, St. Louis, has under consideration the establishment of the following rates: "Grain, from points in Oklahoma to Rio Grande Crossings. To establish a rate of 34c cwt. on corn and products taking same rates and 38c cwt. on flour and wheat and articles taking same rates, description and minimum weight as per S.W.L. Tariff 39-T, from points in Oklahoma on the O.C.-A.A. Ry., to Eagle Pass, El Paso, Laredo and Brownsville, Tex., for export to Mexico. It is desired to publish the same rates from stations on the O.C.-A.A. Ry. as carried from points on other lines in Oklahoma."

The farmer producing products not exported will get benefit from the St. Lawrence Seaway, in that he has two markets, (home and foreign), of which his home market is by far the more important. The bulk of his grain is used here, the bulk of his live stock is consumed here, but it makes a lot of difference to him whether his home market is near by or far distant. One of the great needs of the interior is to bring manufacturing closer to the farm, rather than to send the farm products to the distant manufacturing area. The St. Lawrence Seaway will permit industry and population to center in the middle west, near to the centers of farm production. This will shorten the haul from the farmer to his market, and from the factory back to his farm. This will bring a direct freight saving to the grower producing those things consumed locally, a saving quite as important as that made upon exports and exportable products.

A record cargo of 534,300 bus. of wheat aboard the steamer Lemoyne, probably the largest grain vessel afloat, left Fort William last month, bound for Port Colborne. Once before this year she broke her previous record of 518,000 bushels, carrying out a cargo of 534,000 bus. This last record is the biggest wheat cargo ever loaded into one lake bottom. The Reliance Grain Co. and the British Empire Grain Co. owned the cargo jointly.

In the Baltimore-New England port differential case, involving the present rail-water rates from Central Freight Ass'n territory to the Pacific Coasts via Atlantic Ports, the Interstate Commerce Commission has set July 16 as the date for a hearing in Boston to permit New England trade bodies to introduce additional evidence. A brief was filed with the Commission by Philadelphia supporting the claims made by Baltimore. Discrimination in favor of Boston, New York and New England ports is alleged.

Greater utilization and efficiency is now being obtained by the railroads of this country in the use of steam locomotives than ever before in the history of the rail carriers. By the extending of runs of locomotives, together with the installation of improved locomotive designs, trains are being handled with less delay, movement of freight is being expedited, heavier tonnage is being carried while at the same time consumption of fuel is being greatly reduced. An average of 131 pounds of fuel was required in 1927 to haul 1,000 tons of freight and equipment one mile, the lowest figures on record. The maximum run for a freight locomotive now is about 350 miles on some railroads compared with less than 100 miles per day about six years ago.

Suspension of Tariffs.

Washington, June 30.—The Commission makes the following suggestions as to the exercise of its powers to suspend proposed rates under section 15 (7) of the Interstate Commerce Act as amended.

The statutory maximum period of suspension is 7 calendar months beyond the time when the rate would otherwise go into effect. It is therefore important that in such proceedings there be no unnecessary delay.

Suspension should not be requested unless protestant is sure that he understands the effect of the rates and that his request rests on good grounds. The request should state clearly and concisely the reasons therefor. The protestant should at the same time send direct to the carrier or the tariff issuing agent advice that request for suspension has been filed, and of the reasons therefor. The request should be accompanied by a statement that the carrier or agent, naming them, has been so advised. If the carrier or tariff agent answers protestant's petition, a copy of such answer must be sent direct to the protestant at the same time that it is forwarded to the Commission.

If protestant desires oral hearing by the Suspension Board, the request should so state and be filed at least 15 days prior to the effective date.

The request should be filed as far in advance of the effective date of the rate as is practicable and not less than 10 days before that date. See Rule XIX of the Rules of Practice. It will be the policy of the Commission to afford carriers an opportunity to answer or explain allegations or questions raised in a request for suspension, but the carriers must give immediate attention to such matters and forward at once their representations. If the request is not presented within the time mentioned, ordinarily it will not be favorably acted upon. If the carriers do not promptly forward data which they desire to have considered in answer to a request for suspension, they may expect that it will be unavailing. The purpose of the Commission is to avoid suspension except

where the date of that action affords opportunity to publish notice of such suspension before the effective date of the proposed rate.—By the Interstate Commerce Commission, George B. McGinty, Sec'y.

I. C. C. Activities.

In 20832, John Wickenhiser & Co., Toledo, O., in bulk from Chalmers, Ind., to Waterville, Me., and Abbott Run, R. I. Ask reparation.

In I. & S. 2954 the Commission has refused to alter the rate structure as desired by the Indianapolis Board of Trade. The Toledo Produce Exchange had protested. The Commission found the proposed increase in grain rates not justified.

In I. & S. 3037 the Commission found not justified the schedules eliminating routes on grain over the Gulf, Mobile & Northern via Laurel, Miss., from Memphis to New Orleans. A protest had been filed by the Memphis Merchants Exchange.

In I. & S. 3115 the Commission has suspended until Jan. 1, 1929, schedules as published in the following tariffs: Supplement 33 to I. C. C. 1903; supplement 5 to I. C. C. 2019. The suspended schedules propose to cancel routing via M. K. T. and S. P. lines between Fort Worth and Dallas, on the one hand, and San Antonio and Houston on the other, in connection with grain moving between C. R. I. & P. points in Arkansas, Kansas and other states, and points on certain short lines of the M. P. system in south Texas.

Indianapolis, Ind.—The Board of Trade's complaint against the levels of railroad rates on grain and grain products moving via Indianapolis to eastern territory and to Chesapeake & Ohio Railroad points south of the Ohio river was dismissed by the I. C. C. The decision held that the Indianapolis claim that eastern Indiana points had better rates to the eastern territory, distance considered, was unfounded and refused to disturb the present rate levels. At the same time the commission also set aside an attempt by railroads to increase grain rates from points in Ohio to West Virginia, by average amounts of 2½c per 100 lbs.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

ROTARY DRIERS

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MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

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Grain Exchanges Keeping Step with Progress.

From Address by Fred H. Clutton, sec'y Chicago Board of Trade, before Indiana Grain Dealers Ass'n:

I believe the survival of the fittest is axiomatic in the economic functions of production, distribution and consumption. It is not thinkable that the intelligent men conducting our exchanges will not continue to keep step with economic progress in modifying and adapting the methods so painstakingly developed thru long years of costly experience to meet fairly and squarely new problems as they are evolved.

I am quite humble in my role as prophet, for I know that no man can lay claim to infallibility when he attempts to look into the veil that hides tomorrow or even the next hour from us.

One cannot with certainty provide against the great cataclysms of nature or revolutions in society, but all business men are constantly called upon to forecast their investment and their procedure upon some kind of a guess of the future.

The sources of supply of raw material for the manufacturer, the inventory of the merchant, the outlets developed by the distributor, all are predicated upon this sort of guess.

When Joseph was building primitive grain elevators in the Nile valley it is probable that there were councillors of Pharaoh with chopping block whisks who shook their heads over the new venture and said it wouldn't last and that the new grain fields of the Aegean plains would soon put Joseph out of business. And today I imagine there are those who honestly believe that the grain exchanges are facing not only a difficult future but even contemplate extermination. Much of this feeling, I imagine, arises from one of two things.

Some remember the sensational things that occurred years ago on or thru the Board of Trade, such as corners or squeezes or elevator troubles. But those who remember also forget. They forget that it is the sensational thing that they remember because it is bizarre and unusual. The daily routine of a vast business that measures its greatness in hundreds of millions of bushels of grain bought by processors, exporters, and users, and sold by farmers who in its ready market find cash in exchange for their work and the productivity of the soil and sunshine—that is forgotten. Human nature likes to remember the slips of a good man, but is most reluctant to credit him with the ninety-nine percent of his life which is good. And it is equally true that human institutions are measured not by the good they do but by their occasional errors.

Just as all businesses have developed newer and higher ideals of conduct in the last decade or two, so have the grain exchanges eradicated sharp practices and cutting-the-corner dealing.

The Chicago Board of Trade, in addition to rigidly disciplining any member guilty of violating its rules, has a Business Conduct Com'te that examines into the affairs of its members and prevents any tendency to unbusinesslike conduct from developing into an actuality.

Members who may be in temporary trouble are helped over their difficulties until they are strong enough to go it alone. Members who are getting on thin ice because of mismanagement or failure to follow proper ideals in their business are quickly disposed of.

A new Clearing House has been organized along the lines developed by our own experience and that of many other grain, banking and security clearing houses. The clearing house provides security in deposits put up to protect traders and makes all its members comply with uniform requirements as to reporting trades and depositing margins. Since the Clearing House was organized, failures have been much less frequent, in fact they are so infrequent now that we might almost say they do not occur.

A new Warehouse Corporation has been formed that will do away with the complaints that were occasioned under the old warehouse plan.

Receipt Holders Protected.—Under the new Warehouse Corporation Contract, each holder of a warehouse receipt is invited to record his receipt with a Registrar. If he so registers his receipt he will be notified in case his grain is out of condition or is getting out of condition. Should his grain be getting out of condition, he will be offered a price for it by the elevator owner. If he doesn't choose to take this price, the President of the Board of Trade will at once appoint a committee to fix a price that reflects the true commercial value of such grain—and if the owner of the receipt does not accept either of these offers he may withdraw his grain within three days and be guaranteed that he will receive the kind and grade of grain called for in his elevator receipt. And the whole idea back of the plan is to guarantee the integrity of elevator receipts so they will always be as good as gold.

Rules, strictly enforced, prevent the recurrence of the old-time corners—those rare things that made such fine newspaper copy and were such choice morsels of gossip for the corner grocery congress. Rules are, of course, no bet-

ter than the men who enforce them or the men who live under them. The experience and ability of the men composing our Board of Directors—and the high requirements for membership in the Association—assure a high level of responsibility under the rules, and a high moral responsibility in their enforcement.

All that society asks is that the problems be met as they arise, and the Chicago Board of Trade, and I am sure I speak for all the American Grain Exchanges, pledges itself to honest analysis of the problems and a high sense of moral responsibility when it presents its solution of these problems to society.

Our country cannot stand still—nor can the business men of the country shrink from their duty of leading in its progress. The Grain Exchanges, and particularly the Chicago Board of Trade, welcome the challenge, and will utilize their present machinery, men, capital, and experience in perfecting their work of marketing the products of the farm.

The most recent evidence of the forward looking perspective of the Board of Trade was offering the facilities of the Exchange for the development of a market in the Great Central West for the trading in Cotton.

Dealing in Securities.—The members of the Chicago Board of Trade, looking still toward the future, recently voted in a referendum way to trade in securities in addition to grain, provisions and cotton. This step forward should mark an advance in the activities and importance of the Exchange. In the opinion of the members, it will supplement the business now done on the floor with a new kind of activity that will not interfere with the old activities. Members who now do a large business in securities in addition to their grain business should be enabled to do at least a large part of their security trading along with their grain business on the floor of the same exchange. The development of the commercial importance of Chicago demands that its financial prestige be developed also. It is within the dreams of reason that twenty-five years from now Chicago will be vastly more important than it is now—and that this central portion of the United States will be immensely richer agriculturally and industrially. Growth in population, utilization of our transportation, capitalizing our advantageous location in the center of the United States all demand that we shall take our part in the development of our opportunities. Dealing in securities on the Board of Trade is a part of the future—an answer to the challenge and invitation that lies in the progress our nation is making.

As we live up to the ideals of the present, so may we safely step into the future—and the Chicago Board of Trade feels that it is honestly and intelligently meeting the marketing problems of today—and so faces into the future with strength and assurance that the Grain Exchanges and its own exchange in particular will economically serve the nation as efficiently as it now does.

At times in (June 14) Winnipeg market July futures sold at a lower price than October futures. This condition is almost unprecedented. Ordinarily at this time of year the balance of old crop wheat remaining in Canada is only moderate in size and the old wheat is in special demand until the size and quality of the new crop is determined and until new wheat is actually delivered. Indeed, it is quite a regular thing for Winnipeg July wheat to stand at a considerable premium over the world basis because of the desire of Canadian millers to retain this wheat in Canada for their own use. This year, however, Canada has an unprecedentedly large surplus of old wheat still on hand, and quantity exerts an inevitable influence on price.—Grain Trade News.

As a result of a denial of a rehearing in the supreme court in the ouster proceedings brot by the Nebraska Wheat Growers Ass'n against Pres. Ernest Green and his associates, Mr. Green and the associates must yield the books and records to Petrus Peterson of Chappell and the officers elected with him. This, however, does not affect Mr. Green as pres. of the Nebraska Wheat Growers Ass'n Non-Stock Co-op. The Nebraska Wheat Growers Ass'n is what is usually referred to as the old ass'n and was organized under the laws of Kansas. The Nebraska Wheat Growers Non-Stock Co-op. was later organized under the laws of Nebraska. For a time Mr. Green was pres. of both organizations and under his administration an effort was made to merge the two ass'ns by the taking over of the old ass'n by the new one.

Carbon Bisulfid Explodes in Elevator.

A terrific explosion almost completely wrecked the elevator at Millard, Galatia p. o., Kan., at 7 o'clock on the morning of June 13.

Ben Ochs, of Ochs Bros., proprietors, had just entered the building to start some cleaning that was going on preparatory to handling the new crop. The explosion came without warning and threw Mr. Ochs up in the air. As he fell to the floor he crawled to safety with only slight injuries, the greatest of which was an abrasion on his head.

The explosion showed great force, wrecking the bin walls, springing out the sides of the building, blowing off part of the sheet iron siding and knocking the cupola partly off the building.

The explosion seemed to center from the pit, ranging upward and outward. The building did not catch fire, but there was evidence of heat, as Mr. Ochs' hair was singed.

Bisulfid of carbon, a heavy liquid, had been placed in the plant to evaporate and kill the weevil. What caused it to explode is unknown, but it is possible that something fell into the wheat pit, and by striking the concrete sides, caused a spark which ignited the mixture of vapor of carbon bisulfid and air.

The loss is estimated at \$5,000, altho to make the house as good as it was before the explosion it would be necessary to rebuild the entire structure. The policy insuring the building against fire contained a clause protecting the owners against explosions.

Temporary repairs were made until after harvest, when more extensive repairs are contemplated.

Insurance Notes.

Seattle, Wash.—The companies owning the Pacific Coast department of the Flour Mill and Grain Mutuals have announced the appointment of A. J. Kellenberger as manager and N. J. Sankela, field superintendent of the department. C. H. Cole, the former manager, resigned the first of the year. Mr. Kellenberger was assistant secretary of the Millers Mutual Fire Ins. Ass'n of Illinois for many years and Mr. Sankela has been connected with the dept. for a number of years.



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Damages for Foreign Substances in Food.

The decision by the Court of Appeals of Ohio in the suit by Alphonso Trizzino against the Ward Baking Co. awarding damages because Trizzino ate a needle with his cake shows that the courts are on uncertain ground. The established doctrine has been that the manufacturer of any foodstuff is not liable in damages to anyone with whom he did not have privity of contract.

Plaintiff did not buy the cake from the baking company, but from a retailer:

The court said: In view of the seeming conflict of authorities upon the subject, there being no direct authority in Ohio covering a case exactly like the case at bar, we find ourselves on virgin territory and are free to resort to our own processes of reasoning and consideration of the demands of justice.

The baking company, when it delivered the cake in question to the groceryman, to say the least, impliedly represented to the public, who is the ultimate consumer, that this cake is free from injurious substances and fit for consumption as food. There is no doubt that an implied warranty arises between the groceryman who purchased the cake and the baking company. Since the baking company was fully aware that the groceryman did not purchase the cakes for his own consumption, but purchased the same instead for the purpose of selling the same to members of the public, who are the ultimate consumers, this implied obligation which unquestionably arose in favor of the groceryman may be legally said to have also arisen for the benefit of the consumer. The groceryman, who is in effect merely a distributing medium for the articles of food furnished by the baking company, and the baking company, having full knowledge of that fact, dealt with each other and entered into a contractual relationship for the benefit of the public, which is the ultimate consumer. In other words, this contract between the groceryman and the Ward Baking Company to all intents and purposes was a contract entered into for the benefit of a third party, to wit, the ultimate consumer. Whatever implied warranty arises in favor of the groceryman, who established the contractual relationship with the baking company, is for the benefit of this third party, namely, the ultimate consumer.

While we have not made a minute examination of the authorities cited, and that are claimed to bear upon the legal point in question, we are content to place ourselves in the category of the minority states, if such be the case, and to hold that there is imposed the absolute liability of a warrantor on the manufacturer of articles of food in favor of the ultimate purchaser, even though there are no direct contractual relationships between such ultimate purchaser and the manufacturer.—161 N. E. 557.

Wheat ground by 1,042 mills during the month of May, 1928, totaled 39,400,674 bushels, as compared with 38,924,329 bushels by 1,052 mills in May, 1927. Percentage of capacity operated was 49.5 this year and 51.8 last year.

Exports of Feeds.

Exports of feed of domestic origin during May, 1928, compared with May, 1927, and for 11 months ending with May, are reported by the Bureau of Foreign and Domestic Commerce, as follows, in short tons:

	May 1928	May 1927	11 mos. ended May 1928	11 mos. ended May 1927
Hay	1,174	1,215	16,898	13,165
Cottonseed cake	4,197	15,902	261,039	287,649
Linseed cake	22,127	20,165	272,080	315,813
Other oil cake	398	693	9,685	9,489
Cottonseed meal	710	5,624	71,686	189,702
Linseed meal	538	536	8,100	7,229
Prepared and mixed feeds	2,341	5,852	30,381	41,044
All other feeds including screenings	3,413	3,739	38,331	22,906

Feed Movement in June.

Receipts and shipments of feedingstuffs, at the various markets during June, as compared with June, 1927, in tons, were as follows:

	Receipts 1928	Receipts 1927	Shipments 1928	Shipments 1927
*Baltimore	1,396	1,394		
Chicago, lbs.	27,092,000	20,864,000	79,821,060	95,262,000
Cincinnati	150	240		
Milwaukee	6,002	6,398	7,200	89,523
*New York	80	40		
*Peoria	31,260	22,040	36,850	30,260

*Millfeed. †Bran.

Feedstuffs

Morristown, Tenn.—The Pinnacle Mills is building a feed and flour mill.

Marengo, Ia.—H. G. Smith has installed a 3-ton per hour mixer in his mineral feed plant.

New Orleans, La.—Rickert's Rice Mills, Inc., capital stock, \$30,000; by Fred W. Rickert.—P.

Omaha, Neb.—The Famous Molasses Feed Co. intends to install an automatic sprinkler system soon.

Lubbock, Tex.—The Economy Mills Co. expects to have a 20-ton per day sweet feed mill in operation soon.

Pittsburgh, Pa.—E. B. Mahood, retired feed merchant, died recently. He formerly operated as the Mahood Hay & Grain Co.

Sioux City, Ia.—Johnson's Blue Ribbon Feed Co., incorporated; capital stock, \$25,000; to manufacture and sell livestock feeds.

Hannibal, Mo.—The Hannibal Flour, Feed & Seed Co., incorporated; capital stock, \$10,000; by Henry Fleischmann and G. S. Smith.

Winlock, Wash.—The Washington Coop Egg & Poultry Ass'n now operates five feed mills and contemplates building another at Winlock soon.

Pittsburgh, Pa.—W. B. Cartwright now has charge of the feed and flour departments of George E. Rogers & Co., grain, feed and flour dealers here.

Red Lake Falls, Minn.—The Steinert Milling Co. is building a 40x40-ft. warehouse for its dairy feed department. Feed preparing machinery will be installed.

Baltimore, Md.—C. H. Braun & Sons, Mt. Winans, Md., have acquired the plant of J. H. Cottman & Co. in Baltimore. Poultry feed mixing equipment is to be installed.

Clarksville, Tenn.—The plans of the Geo. D. Mimms Feed Co. burned recently. The fire is believed to have originated from defective electrical wiring. The plant will be rebuilt.

Colorado Springs, Colo.—The Seldomridge Grain Co., incorporated; capital stock, \$50,000; to manufacture feeds and deal in grain; by C. B. Seldomridge, E. P. Hufferd, Grace A. Love.

Indianapolis, Ind.—The Eureka Feed Co., incorporated; capital stock, \$10,000; to buy and sell feed and foodstuffs, may possibly manufacture; by E. A. Macbeth, Chas. Blakely, Mabel A. Thrasher.

E. T. Hall, vice-president of the Purina Mills, St. Louis, has been named president of the National Better Business Bureau. Mr. Hall was a former president of the Association of National Advertisers.

Alfalfa meal production in the United States during May totaled 16,000 short tons, according to the Bureau of Agricultural Economics. For the 11 months commencing with July, 1927, production totaled 291,192 tons.

Stockton, Cal.—The Stockton Feed Yards were damaged by fire June 8, the loss being estimated at \$40,000. The blaze was caused by the overturning of an electric hoist which snapped the wires and caused the spread of sparks.

Seattle, Wash.—The Washington Coop Egg & Poultry Ass'n which operates feed mills at Lynden, Bellingham, Everett, Seattle, and Tacoma manufacture and sell an ever increasing volume of feedstuffs. In 1924 it made and sold 24,541 tons; 1925—59,151 tons; 1926—83,354 tons, and in 1927—109,842 tons.

Cincinnati, O.—Molasses has come to the front of late as an ingredient for poultry feed. One of the first to discover its value was the Early & Daniel Co. of Cincinnati, who conducted their first experiments along this line over five years ago.

Kingfisher, Okla.—A 56x100 ft. feed storage warehouse of hollow tile with concrete floors is being built for the Kingfisher Mill and Elevator Co. This addition will greatly facilitate making and receiving carlot shipments of sacked grain products and grain by-products.

Peoria, Ill.—The American Milling Co. has bot the oil mill and elevator of the Atlas Distilling Co. Buildings under consideration are being used by the milling company for storage of soy beans and the production of soybean meal. The company recently renewed a contract with the New York State Grange Federation calling for 1,950,000 tons of cattle feed to be delivered over a period of six years.

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Manly, Ia.—Jim Novak of Calmar is building an up-to-date feed mill.

Buffalo, N. Y.—The McMillen Co., Ft. Wayne, Ind., has bot a site for a large feed mill on the Buffalo waterfront and will begin construction work immediately. It is hoped to have the new plant ready by next spring. It will be modern in every respect and will handle the company's eastern business.

Use of second-hand bags, other than grain bags, in the shipment of flour and other grain products, is prohibited by the Consolidated Classification Com'ite, Docket No. 34, Item No. 208. Public hearings will be held at Niagara Falls, N. Y., on July 10; in Chicago, on July 17; and in Atlanta, Ga., on July 25.

Murfreesboro, Tenn.—The Shawnee Mill & Grain Co. expects to finish the main part of its feed plant during July and will probably start production some time in August. The new plant will consist of five units for the manufacture of chicken, horse and dairy feeds, having a daily capacity of about 60 tons of feed.

Chicago, Ill.—Dr. H. E. Van Norman, pres. of the American Dry Milk Institute, sailed from New York June 16 for England to attend the World Dairy Congress which started in London June 26. He made an address on dried milk at the session on June 28. Later Dr. Van Norman will make a tour of the leading European dairy countries.

Cod Liver Oil in the form of a dry powder has been brought out by an Eastern manufacturer for mixing into feeds needing its vitamins. It is not absorbed by the feeds but remains as an ingredient and is only utilized in the digestive tract of the fowl. It mixes uniformly without any waste, and can be fed thru the same hoppers that feed bran and middlings. Its vitamins are very stable and it does not deteriorate on standing with mixed feeds for a long time.

When a business gets into trouble it is usually because of workers who don't think, or thinkers who don't work, or loafers who don't do either.

Fumigation Fatal to Two.—An inquest into the deaths of two Chicagoans was recently ordered at the Augustana Home for the Aged, Chicago, Ill. The two were found dead in their bedroom, apparently from a fumigation the day previous. The fumigant used could not have been self announcing, as modern fumigants are.



A. Theo Peterson, Malta, Ill.

Feed Grinder

Feed Mill and Elevator at Malta.

The burning of the 15,000 bu. cribbed elevator and feed mill of A. Theo. Peterson at Malta, Ill., caused a heavy loss. The building was old and could not be insured for its replacement cost. However, Mr. Peterson recovered and in the planning of his new plant made use of the experience he had obtained thru more than 20 years in the grain business.

No fire door separated the old building from the newer concrete storage elevator adjacent. Consequently the blaze swept thru the concrete building, but fortunately destroyed only the drive-way, the electric wiring and the wooden man-lift. Total insurance, including that on the machinery and grain, amounted to less than \$12,000. It took \$19,000 to rebuild the feed mill and repair the concrete structure.

Work on the reconstruction was begun at once. The storage elevator was put back in shape for operation and the wood mill building was replaced with concrete. Today Mr. Peterson can lay claim to having one of the most convenient well equipped elevator and feed mills at a country point.

The concrete storage elevator consists of four tanks, two 16 ft., two 14 ft. in diameter, and an interspace bin, giving total storage capacity for 60,000 bus. A Kewanee truck lift makes easy the dumping of both trucks and wagons by means of two trap doors to the 500-bu. pit. The 2 h. p. G. E. motor operating the air compressor has an automatic starting switch, so the pressure tank is always kept full.

The leg is of steel and incloses a large capacity belt fitted with D. P. cups to take care of grain regardless of how fast it is delivered. It is operated by a 10 h. p. G. E. motor actuating a reduction gear on a jack-shaft connected to the head gear with a chain drive.

A turn-head directs grain to any of the five

bins, to the loading spout, or to the turn-head in the mill building adjacent.

The tanks are so deep that they will not completely clear themselves into the boot. A screw conveyor, operated by a 3 h. p. G. E. motor, makes it possible to empty any of them. This is extended thru from the boot to the track side of the elevator so it is easy to provide an unloading grate and pit for receiving grain from cars and doing a transfer business.

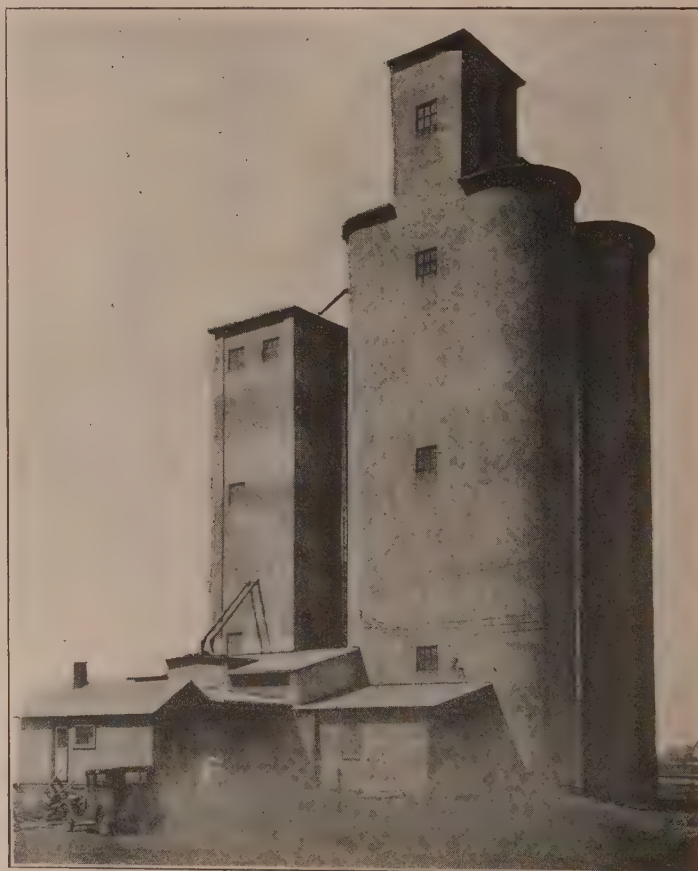
A modern man-lift makes all parts of the cupola easily accessible.

MILL HOUSE: The recently completed mill house is a 16 ft. 4 in. x 16 ft. 4 in. concrete structure, rising 73 ft. above the slab, this being 10 ft. lower than the storage elevator to permit the use of gravity in delivering grain from the cupola to the mill building. Mill contains 12 bins with a total capacity for 5,000 bus. Slip forms were used in its construction.

An air-lift operating from the same tank and compressor working the one in the storage elevator, dumps grain into a double sink. One part of this dump delivers grain to the grain leg, the other drops it to a chain drag delivering to a corn crusher, thence to the leg for delivery to the grinding bins. These bins located at the top of the mill spout to the scalper, the attrition mill or any of several service chutes. The scalper is operated by a belt from the head-shaft of the meal leg, which is shorter than the grain leg and delivers ground products to the meal bins below the scalper. From these bins the ground grain is spouted direct into the farmer's wagon.

Dust and refuse from the scalper is spouted to a dust house set a few feet away from the building.

The attrition mill has two 30-in. plates operated by two 30 h. p. motors. It delivers the ground products into the boot of the meal leg for delivery to the meal bins. The meal leg is fitted with 7 x 5 inch Salem buckets, the grain leg with 8 by 5 inch buckets. Two Fairbanks-Morse 5 h. p. motors individually operate the legs thru reduction gears. A Fairbanks-Morse 15 h. p. motor operates the corn crusher and drag. Two General Electric 30 h. p. mo-



A. Theo Peterson's Elevator and Feed Mill at Malta, Ill.

Sell; Feed But Sell It for Cash

From Address by David K. Steenbergh, Sec'y Central Retail Feed Ass'n before Ohio Grain Dealers Ass'n

tors operate the attrition mill. A Robinson Unique attrition mill, scalper and ear corn crusher is used.

Grain from the grinding bins or from the storage bins of the mill house may be delivered by gravity to the boot of the storage elevator for delivery into the storage bins or into cars. A modern distributor is used in the mill house. All spouting is of metal.

An unusual arrangement is provided for handling ear corn and small grains mixed, so as to maintain the mix when delivered back to the farmer's wagon. A small grating under the drag just before it reaches the crusher, permits the small grain to drop directly into the boot, while the ear corn is carried on thru the crusher before delivering back to the boot. Then the leg does a good job of mixing before the product is delivered to the attrition mill. A manlift affords easy passage to all floors.

GRINDING COSTS: Mr. Peterson is working on a 4 cent rate, reduced to 3½ cents with the discount on quantity. Costs for power are a trifle less than one-third of the gross proceeds, amounting to approximately 70 cents a ton. He charges 10 cents a hundred straight on all classes of bulk grinding or 15 cents a bag when the ground product must be sacked. His annual grinding averages approximately 3,000 tons.

In addition to his grain and grinding business Mr. Peterson does an extensive business in commercial feeds for hogs and dairy cattle, oil meal, mill feed, middlings, bran and concentrate ingredients. Coal is another of his sidelines and he plans the early erection of coal sheds to replace the ones which burned.

Many farmers call for mixing formulas of their own and he does this thru the meal leg where the concentrate ingredients mix well with the farmer's ground grain.

At present all trucking is done by the local dray man, but Mr. Peterson plans on installing a truck to take care of this part of the business.

Germany imported 9,264,000 bus. wheat in April and 7,624,000 in March; rye, 1,312,000 and 1,216,000; barley, 6,905,000 and 6,528,000; oats, 1,144,000 and 1,130,000.

By a decree of the Salvadorian Executive effective May 29, 1928, corn and beans are admitted permanently free of all import duties, consular and wharfage fees, and municipal taxes, and their exportation is temporarily forbidden. The object of this action is to combat profiteering in articles of primary necessity to the laboring classes.

"How are we to meet this credit problem?" Strange to say, the best and easiest way is to turn to a cash basis. This makes some of you smile. I can almost hear some of you saying: "It can't be done in my community—my district is entirely different—the farmers have always had credit—I carry them for six months—my competitors would get all of the business." And yet how wrong you are.

Changing to Cash Basis.—In the past three years I have seen a good many feedstores in the central northwest go on a cash basis, and, with but few exceptions, these dealers are wondering why they did not see the light much sooner. True enough, it may mean a little less business for six months or so—but what of it? What money you have, you've got. Your overhead gets smaller—every time you sell a bag of feed you know whether or not you have made a profit—and every night when you close your doors for the day you will either have your feed or real cash in its place. The business you get will be the cream of the business. If you carry a complete stock—always have what your feeders and other patrons want when they want it—it will only be a matter of time before your competitors' book account grows so large he will need a wheelbarrow to haul it to his safe at night. Then his working capital will cease to work—his buying power will be curtailed—he will buy in smaller lots at higher prices, thereby being forced to increase his retail prices until one by one, and in twos and threes and fours his feeders will beat a path to your door, bringing the cash with them.

Credit Ruined Feed Business in One State.—In one state farmers have been feeding for many years and dealers have been in business for generations, until they have permitted the credit business to become the dominant factor in their business life. It dominated them to such an extent that by far the majority of the dealers found themselves in the predicament of where their book account exceeded by more than four times the average inventory carried plus the surplus shown on their books. You will agree that this is a very unhealthy state of affairs, for it has often been said that when the average book account exceeds one month's gross sales it may be good business for the farmer but poor business for the dealer.

These dealers, with large book accounts and small stocks, gradually found that with their money tied up they could not purchase feed as they had in years gone by. Instead of buying a few cars of bran when the markets were right they were forced to buy in mixed cars and pay a differential or perhaps to truck it from a neighboring dealer. This naturally increases the margin between the consumer's price and the wholesale price or the market—a fact which is never overlooked and closely watched by the leading feeders in every community.

When the feeders saw these margins widening out, all of which was due to the fact that the dealer's capital was tied up in his books so that it could not be invested in stock at proper times of the year—the yell went up that the dealer was robbing the public, which in a measure was true. He may not have been robbing his feeders in so far as his costs were concerned, but he was getting entirely too wide a margin as compared with the proper wholesale markets. What was the result? A mill went thru the state selling direct with the help of various farm organizations, taking contracts for fall delivery of feed, and it was only natural that the plan temporarily met with great success with detrimental results to the dealers. This same situation is sweeping westward. It may come into Ohio or be here at the present time, and we do not hope to escape it in Wisconsin, altho we are now preparing for it by urging all dealers to get on a cash basis—to keep their working capital working and make a good fair profit with but a small margin between current market quotations and retail prices.

Feeders Benefited by Cash System.—Whenever a feed business is changed from a credit to a cash basis, I want to tell you men that gratification doesn't only come to the dealer who makes the change. It also comes to the feeder.

In communities where the change has been made, many conscientious feeders are no longer worrying about how to get their last year's feed bill paid. I know of one specific city in which there are two dealers, one doing business on a strictly cash basis, and the other advertising that he grants 30 and 60-day terms. The credit dealer went up to one of the feeders several months ago and asked him if he could have part of his business, urging his point by saying he would be glad to carry the account from 30 to 60 days whenever necessary. To his surprise the feeder told him that he was perfectly content to pay cash and that he never felt as good as he did now with no feed bills to worry about. He is paying cash for his feed and a hundred to one is making his automobile last one or two years longer, and every way you look at it is happier and more contented than he was under the old system.

Do business on a cash basis, carry a large and complete assortment of feed, have it in stock all the time, make your capital work for you, and you can't help but make money.

Making money first is not the problem. Making it last is the real nutcracker, and how are you going to do it if your book account is entirely out of line with the business you are doing. Remember this, and don't kid yourself, whatever book account you carry costs you at least 10% per year. In other words, if you carry an average book account of \$10,000, it costs you exactly \$1,000 per year to carry it; and \$1,000 will buy a couple of cars of bran when markets are right. A couple of cars of bran stored for future sale will make a real profit, for how long has it been since bran did not fluctuate from \$7 to \$10 per season. Multiply this by the number of years you have been in business and see what the result will be.

So many times the cry has gone up that the feeder ought to have the same opportunity as the manufacturer, and be carried along until he has had an opportunity to turn his product into cash. This is all true enough, but he should be carried in the same way that the manufacturers are carried, and that is by the bank. If a farmer is entitled to credit, he should go to the bank to make his loan. The dealer ought to play no part in the financing of his customers, for his is not a banking business.

We have emphasized several points in this address, but let us bring them once more and very briefly to your attention.

First—Carry a complete stock and know your goods. Second—Get cash and make it work. Third—Advertise, for you never find turn-over making distinctive progress without finding advertising to be the motive power. Don't get the wrong idea about advertising. I do not mean that you should cut prices in advertising. I mean that you should advertise character, service and responsibility, and have it for your customers when they call at your store. Fourth—Meet and get to know your competitor. You will find he is not as bad as you may think.

This is all, gentlemen. It has been reliably estimated that farmers will buy \$750,000,000 worth of feed during the coming crop year. Let's resolve, here and now, to sell our share and what is more important to get the cash for what we do sell.

New Seed Trade Marks.

The Atco Feed & Supply Co., Atco, N. J., has filed trademark Ser. No. 252,878, the letters "ECHO," particularly descriptive of poultry, horse, stock and dairy feeds.

The Frank R. Prina Corporation, New York, N. Y., has filed trademark Ser. No. 264,328. The mark consists of the drawing of a cow on which is printed "Feed Them PRINA Full Cream Feed. 'They Fill the Pail.'"

MINROL-PROTIN

The Complete Poultry Mineral

An interesting and informative bulletin is yours for the asking. It contains valuable formulae.

The Concentrate Products Co.
549 W. Randolph St., Chicago

PRINTED, UNPRINTED
BURLAP BAGS COTTON

NEW or SECOND-HAND NEW ORLEANS

MENTE & CO. INC. BAGS

L. T. RHEA
Pres.

SAVANNAH
DALLAS

Eastern Federation of Feed Merchants Meet at Buffalo.

A revival of interest in the Eastern Federation of Feed Merchants was evidenced by the splendid turnout for the twelfth annual convention held on June 26-27, at Buffalo, N. Y. The attendance numbered about 300.

The first session got under way around ten on Tuesday morning. Mayor Schwab welcomed the delegates, presenting President W. S. Vanderzee, Albany, N. Y., with a golden key guaranteed to unlock everything in the city. The president fittingly responded to the Mayor's cordial welcome.

EMERY L. COCKE, Atlanta, Ga., followed with an illustrated address on "The Manufacture of Cottonseed Meal and A Description of Grades." The interesting illustrations shown covered the processes of manufacture, etc.

Work of the new Interstate Cottonseed Crushers' Ass'n was enlarged upon, and the program of the proposed Cottonseed Institute alluded to. The purpose of the latter organization is to improve the quality of delivered cottonseed meal.

FRANK T. BENJAMIN, treasurer of the organization, followed with the report of that office, showing receipts of \$4,088.83 and disbursements of \$3,760.62, for a balance of \$328.21.

PRESIDENT VAN DERZEE reported on the activities of the organization the past twelve months, dwelling on the new organization in New England. Accomplishments by the ass'n were left to the secretary for mention, including the well defined radio program instituted during the past year.

SECRETARY W. A. STANNARD, Albany, N. Y., enlarged on the strides forward the organization had taken, and pled for more general interest in its work. An ass'n is not a policing organization, but rather a medium for the personal exchange of ideas, for finding new methods of getting business and the right methods of advertising and merchandising.

Competition with other organizations seems one of the biggest problems in the trade today. To aid member-dealers the federation has given considerable to a great advertising campaign, in which it is proposed to spend \$100,000, however this plan was not pursued ultimately, it being decided that a better way to procure results in the trade would be to educate the dealer.

Successful results were and are being obtained through the medium of the radio. The federation now gives five-minute talks once a week over WGY on the latest developments in feeding. This work will be followed up thru the dealer to the farmer.

DAVID K. STEENBERGH, Milwaukee, Sec'y of the Central Retail Feed Ass'n, spoke on "Advertising the Retail Feed Business," discussing various publicity methods. Prerequisite qualifications indicated were that the dealer have complete stocks of dependable quality and know his goods. He should sell for cash and be in a financial position to buy advantageously. "Cash is the axle grease of business." *It is not necessary to cut prices in order to have something to advertise.*

Various forms of advertising were then discussed by the able speaker, including display signs, local newspapers, mail, phone calls, window displays, etc. Soliciting via the phone, or by personal visit, particularly on rainy days, when business is inclined to be slack, were cited as one of the most effective business getters. His sagely advice was well accepted.

The morning session closed with the appointment of these committees:

Resolutions: H. A. Thompson, Wycombe, Pa.; Floyd Stevens, Laconia, N. Y.; and Reeve Harden, Hamburg, N. J.

Nominations: H. R. Wilber, Jamestown, N. Y.; Thomas Gaines, Sherburne, N. Y.; and F. H. Wyckoff, East Stroudsburg, Pa.

Luncheon was served at the Buffalo Corn Exchange.

The afternoon was spent in inspecting the elevators, feed and flour plants in the city. Motors were graciously furnished for this purpose.

MAX F. COHN, Buffalo, was the able general chairman of the Buffalo Com'ite in charge of this convention.

M. C. Burns, Buffalo, had charge of the entertainment, and he did a dandy job.

E. W. Mitchell had charge of transportation for the delegates and C. C. Lewis had charge of financing the affair. E. B. Collard took charge of the bridge players and George E. Pierce watched out for the golfers.

THE BANQUET at seven was the last big feature on the first day's delightful program. H. C. Elwood, president of the Buffalo Flour Club, presided as toastmaster.

An orchestra, singing and a vaudeville show enlivened the occasion to the *nth* degree. With such an array as this, it is not surprising that 200 per cent of the registered attended, but they were all cared for.

PICTURES taken by Dave Steenbergh of Milwaukee at the last half-dozen conventions featured the opening of the second business session Wednesday. Many saw themselves (tho quite unexpectedly), as others see them. The feature was an overwhelming success.

"HAM & EGGS from the Ocean," was the title of a series of pictures shown by Charles M. Struven of Baltimore, which accompanied his address on "Fish Meal For Feeding Purposes," showing the process of manufacture from the catching to the finished product. The food value of fish was indicated by an analysis showing 58-60 per cent protein, 6-10 per cent fats, 20 per cent mineral matter of which 15 per cent is bone phosphate of lime and less than 1 per cent fiber.

A PLAY was put on for the amusement and edification of the dealers by the representatives of the Purina Mills under the title of "Four Thieves in the Feed Business." The moral of the play was to illustrate the folly of not advertising, spending too much time on petty details, not keeping in touch with his customers, not understanding his business, not being able to give facts and figures to prospective customers, and keeping in a rut.

ASS'N REPORTS came from J. I. Roe, Watertown, N. Y., on the splendid progress made by the Northern New York (Jefferson County) Feed Ass'n, which was founded less than a year ago with but 31 members out of a possible 50. Monthly meetings have developed a spirit of co-operation among the dealers, which led to the establishing of a credit rating bureau.

E. B. DUNBAR, Little Valley, president of the Mutual Millers & Feed Dealers Ass'n, reported the results of a membership drive at 25 per cent increase over last year, as well as outlined the success they had been having in coping with bad credit situations.

F. M. MCINTYRE's report on the activity of the St. Lawrence County Feed Merchants Ass'n was read by President Vanderzee, showing this organization also meets monthly, with an average attendance of 54.

A NOVEL idea for getting together was cited. One feed dealer had a birthday party and invited all of the other dealers in the territory, and ever since the same old gang have been regularly getting together.

ANOTHER NOVEL idea to be soon (?) inaugurated is the assessing of each member late to sessions. Great idea! Begets promptness and sort of adds a new value to the idea of attending sessions. Everyone would always take it in fun. (Everyone, except the Treasurer.)

ADJOURNMENT came at one, and following a quick luncheon the Golf Tournament at Meadowbrook Country Club commenced, with bridge for the ladies.

ONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

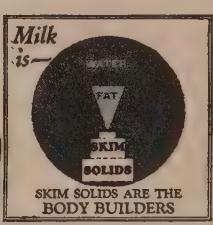
N. P. BOWSHER CO., SOUTH BEND, IND.



DRY SKIM MILK

IN EGG MASH

Keeps the Hens Busy LAYING



An average analysis shows:

- 37% Protein — builds muscle and meat
- 8% Minerals — builds strong bones
- 51% Lactose — energy and health giving food

Write for samples and information

AMERICAN DRY MILK INSTITUTE, Inc.

160 G North La Salle St., Chicago, Ill.

"Feeds and Feeding"

ILLUSTRATED 19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal

309 S. La Salle St., Chicago, Ill.

NEW OFFICERS ELECTED are: W. S. Van Derzee, Albany, N. Y., president; A. J. Thompson, Wycombe, Pa., vice-president; Frank A. Benjamin, Canastota, N. Y., treasurer, and W. A. Stannard, Albany, N. Y., secretary.

THE NEW BOARD of Directors include: S. F. Vierkler, Castorland, N. Y.; L. L. Warner, Niobe, N. Y., and F. M. McIntyre, Potsdam, N. Y.

Cow Alone Derives Antirachitic Vitamin from Feed.

Ultra violet light has little, if any, direct influence upon the calcium and phosphorus assimilation of dairy cows, according to experiments conducted by Dr. Hart and his associates at the Wisconsin Agricultural Experiment Station. Reasoning from the experiments conducted with goats under the influences of the ultra-violet light, the experimenters came to the conclusion that summer sunlight, in comparison with the radiations of the quartz mercury vapor lamp, is feeble in its antirachitic or lime assimilating properties when considered in relation to heavy milking animals. With the cows, neither favorable nor adverse influence was observed in milk production, and it did not have any apparent influence upon the calcium and phosphorus content of the milk. The suggestion is that the cow creates this antirachitic vitamin from the feed and is different in this respect from man, the goat, the chicken, and probably the rat, all of which can be favorably influenced by the short wave lengths of solar radiation.

How Cold Molasses Process Was Invented.

D. F. Schaal of the Schaal Grain Co., Woodward, Ia., was spurred by the knowledge that he had shipped out over 200 cars of grain and shipped in \$20,000 worth of molasses feed in one winter, to work on the problem of mixing cold molasses with ground feed.

He hung a 5-gallon can of molasses over his hammer mill. It mixed, but glued up the dust collector separator.

Next he had a friend, Geo. M. Agee of Des Moines, make a mixer out of a range hot water tank found in a junk pile. It mixed but it had no capacity. Alterations were made time and again in the placing of the agitator pegs and after several disheartening experiments that usually beset the path of the inventor, one night in December, 1926, they set up the latest contrivance, and it worked perfectly. The patent rights have been assigned to the Anglo-American Mill Co.

Besides the hammer mill Mr. Schaal has a small oat huller that hulls green oats, a corn

cracker and a batch mixer, to put out his own starting and growing mash, scratch grains, pig meals and all kinds of molasses feeds.

HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.

Grain, Screenings, Mill Oats

GROUND FEEDS

Straight Cars Mixed Cars
Operating HIAWATHA MILL

STANDARD COMMISSION CO.

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING MEMPHIS

CHICK - FEEDS

Starting and Growing Mash.

Emery Thierwechter Co.

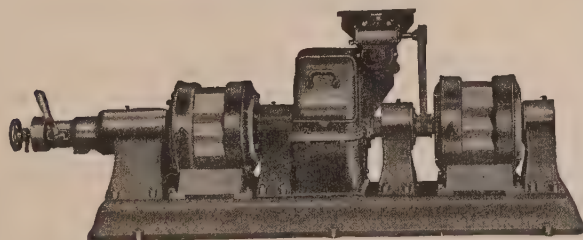
Oak Harbor, Ohio

WE BUY SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage

E. O. WHITE - Dana, Ind.

FOR GRINDING FEED MONARCH ATTRITION MILLS ARE MAXIMUM PROFIT EARNERS



Because

They take Less Power (as much as ½ Less in many instances.

They Cost Little to keep in continuous operation.

They Last a Lifetime.

They need less Personal Attention.

They grind to suit the trade.

May we submit full facts for your consideration?

Ask for Catalog 1D

SPROUT, WALDRON & CO.

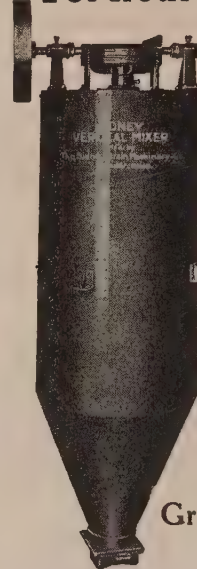
1202 Sherman St., Muncy, Pa.

Chicago Office: 9 So. Clinton St.

Kansas City Office: 612 New England Bldg.

SPROUT  **WALDRON**

New Improved Vertical Feed Mixer



Mixes
With Less
Power

Anti-Friction
Roller
Bearings

Thorough
Mix Quickly

Ask for
particulars

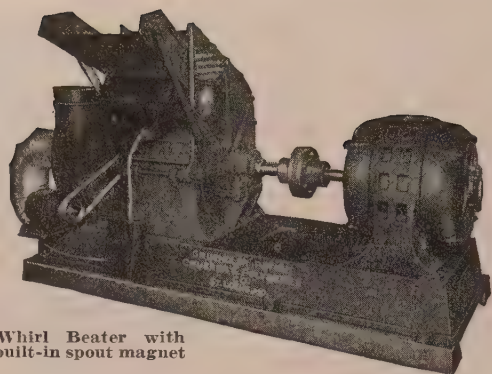
The Sidney
Grain Machinery Co.
Sidney, Ohio

FAIRMONT'S

*Pure Flake
Buttermilk*

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.
OMAHA, NEBRASKA



Whirl Beater with
built-in spout magnet

GRUENDLER— America's Leading Hammer Mill

The GRUENDLER of today is the greatest GRUENDLER ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest GRUENDLER Feed Mills

Gruendler Patent Crusher & Pulverizer Co.

1103 Landreth Building

St. Louis, Mo

H. C. Clapper, Marion, Ind.

Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio

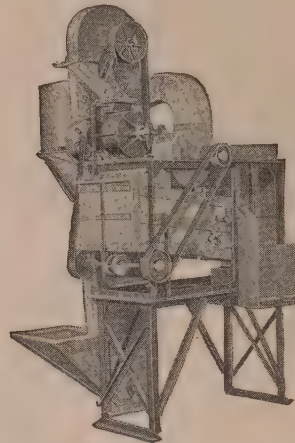
Port Huron Machinery Co., Des Moines, Iowa

HAINES CONCENTRATED DISC MILL

A grinding machine, a cutting machine, a grader and an aspirator combined in one.

An indispensable unit for every elevator, mill and feed house.

Compact—efficient—inexpensive.

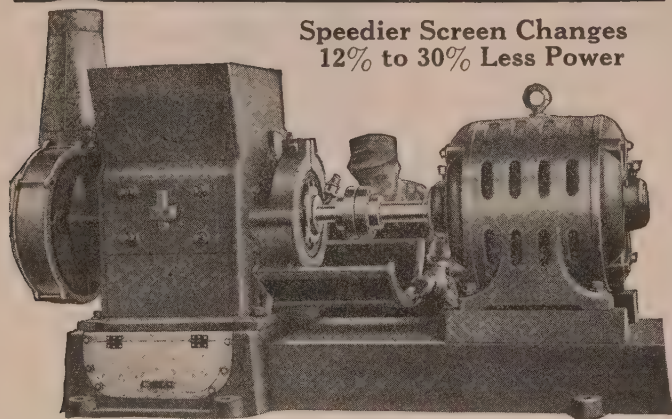


Write for Bulletin G-10

THE GRAIN MACHINERY COMPANY

MARION - OHIO

SALES REPRESENTATIVES WANTED



Speedier Screen Changes
12% to 30% Less Power

A New Williams Grinder — The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

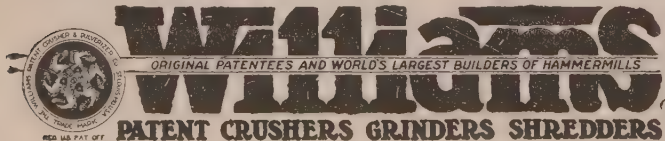
Williams Patent Crusher & Pulverizer Co.

721 Montgomery St., St. Louis, Mo

Chicago
37 W. Van Buren St.

New York
15 Park Row

San Francisco
415 5th Street



Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

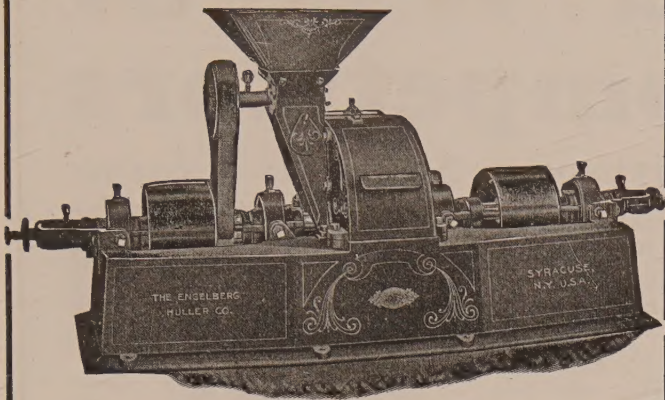
Order Form 6 CB, Price 90 cts.

Grain Dealers Journal

309 S. La Salle Street

CHICAGO, ILL.

The "HALSTED" HAS NO EQUAL



No Seal Rings Positive Feed
Scientific Economical
Wick Oiler Bearings

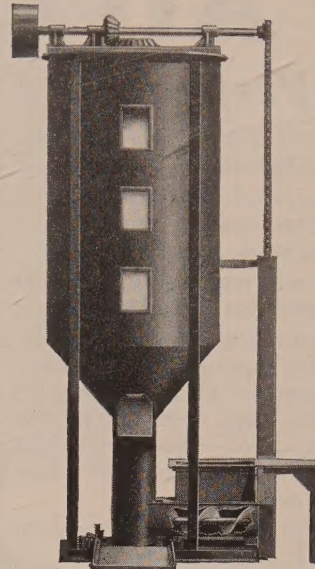
Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.
Incorporated
SYRACUSE, N. Y., U. S. A.

HAINES COMBINATION MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

Write for Bulletin G-10

**SALES
REPRESENTATIVES
WANTED**

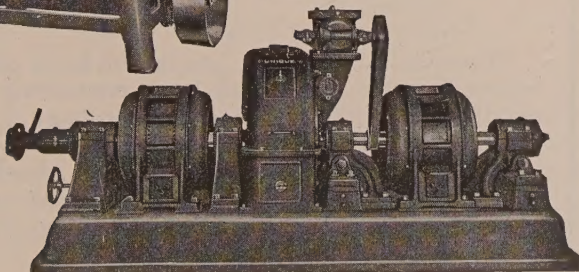
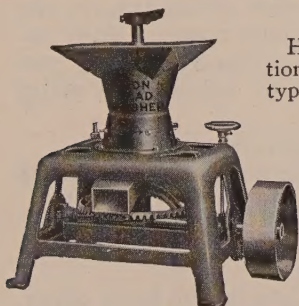
THE GRAIN MACHINERY CO.
Marion, Ohio

OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

FEED GRINDERS

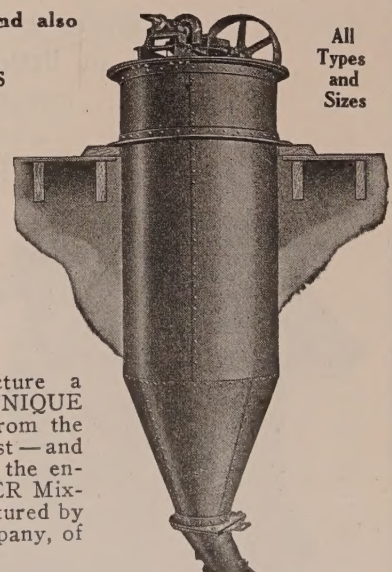
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and have just taken over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



All
Types
and
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.
CHICAGO OFFICE—222 W. ADAMS ST.

"JAY BEE" WINS! Over All Competitors

"Jay Bee" Performance Disproves Spurious Claims

In a recent test where the prospective purchaser was considering several types of hammer mills—the "Jay Bee" out-performed them all.

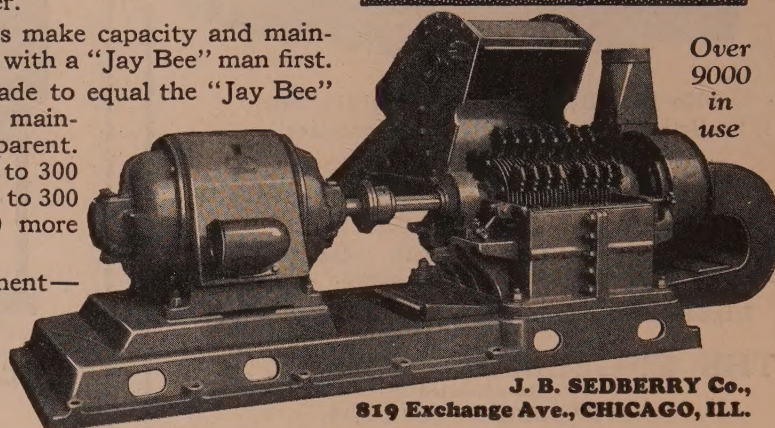
Four mills were considered. The grinding was done on the same identical product—under exactly the same conditions—using the same size screen and the same horse power.

When other hammer mill manufacturers make capacity and maintenance claims, it will pay you to consult with a "Jay Bee" man first.

We challenge any hammer feed mill made to equal the "Jay Bee" in fine grinding, capacity, operating and maintenance cost. The reason for this is apparent. Most hammer type mills have from 200 to 300 more parts than the "Jay Bee"—from 200 to 300 more parts to wear—from 200 to 300 more chances for trouble and expense.

We have a grinder for every requirement—from 15 H.P. to 100 H.P. with belt, tex- rope or direct-connected drives. Write for descriptive literature, prices, terms, etc.

J. B. SEDBERRY, Inc.
132 Hickory St., Utica, N. Y.



Over
9000
in
use

J. B. SEDBERRY Co.,
819 Exchange Ave., CHICAGO, ILL.

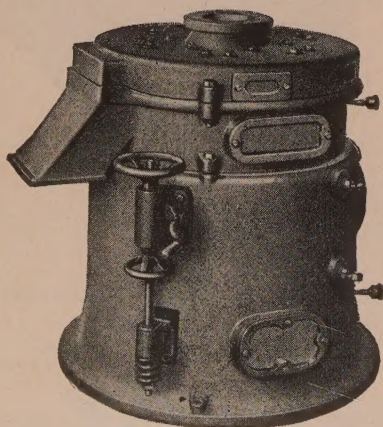
Jay Bee Sales Co. } 442-444 Live Stock Exchange Bldg., Kansas City, Mo.
311-312 Terminal Warehouse Bldg. • Omaha, Neb.



VERTICAL GRINDER

Has all the features of a double head attrition mill in little space and at low cost. It will grind almost anything.

Furnished with Line Start motors when required.



Write for
Bulletin
1234G

ALLIS-CHALMERS
MILWAUKEE, WIS. U. S. A.

Railroad Claim Books

Our Improved Railroad Claim Books are designed especially to expedite the collection of grain, seeds and feed claims. They facilitate the filing, and contain spaces for all the necessary information in the order which assures the prompt attention of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:
411-A contains 100 sets all Form A. Price, \$2.00
411-E contains 100 sets all Form E. Price, \$2.00
411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

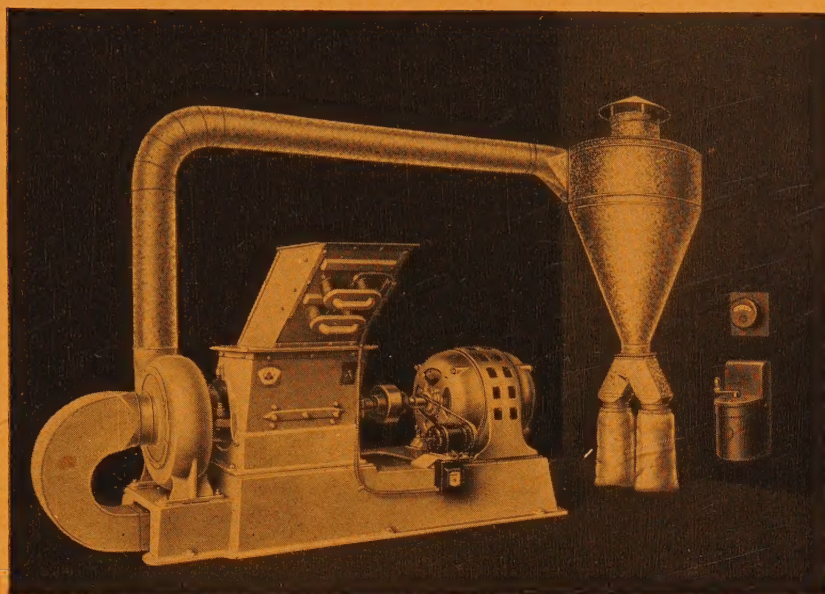
Send all orders to

GRAIN DEALERS JOURNAL

309 South La Salle Street

CHICAGO, ILL.

Hammer Mill Grinding Profits



The profits are mainly the difference between the money you take in for grinding and the money you pay out for POWER.

The Miracle Ace Hammer Mill is making more money for its owners because it will grind on an average of 3000 lbs. for the same amount of power that other mills use in grinding 2000 lbs.

Here are the reasons for this:

1. The solid and heavy cast en bloc rotor, with its flywheel action, enables the hammers to strike a crushing blow against the corrugated plates that nothing can withstand.
2. The 2½ pound tee head corrugated and slotted chrome nickel steel hammer strikes a blow that in comparison to other hammers is more like comparing the blow of a tack hammer to a sledge hammer.

3. Lack of vibration, which enables more power to be transmitted to the hammer blow, as well as gives longer life to the machine. This is secured by a heavy box frame cast in one piece. Imagine if this frame was bolted together and you will see how impossible it would be to be free of vibration.

WHAT YOUR GRINDING SHOULD COST

This depends on what you have to pay per K.W. for power. But here are the figures from all over the country for Miracle Ace Hammer Mills. With power ranging from 3c to 6c per K.W., the cost of operating Miracle Ace Hammer Mills ranges from 15% to 30% of the grinding charge.

Just figure out any hammer mills grinding tolls and if you find the power going over 30% of the grinding charge then BEWARE.

Here are two large feed companies, in different parts of the country and grinding different kinds of feed, both of whom are right now operating other hammer mills in competition with Miracle Aces, and they know which are the most efficient—there is no guessing with them.

The Middle States Milling Company at Springfield, Mo., have a No. 5 Miracle Ace direct connected to a 75 h.p. motor. They also have two other well known makes of hammer mills. One of these is direct connected to a 40 h.p. motor, while the other is connected to a 50 h.p. motor with a tex rope drive. This firm writes and says: "Our Miracle Ace Hammer Mill is grinding over twice as much as our other two hammer mills put together."

The Brooks Elevator Co., at Minneapolis, one of the largest grinders of screenings in the U. S., have two No. 5 Miracle Aces direct connected to 75 h.p. motors. They also have over 15 other direct connected hammer mills—altogether 4 different well-known makes. They say "Our Miracle Aces are grinding more than double any of our other hammer mills with the same horsepower."

Any man mechanically inclined will see at once from our booklet "The Miracle Ace" why these mills operate with less power—write for it.

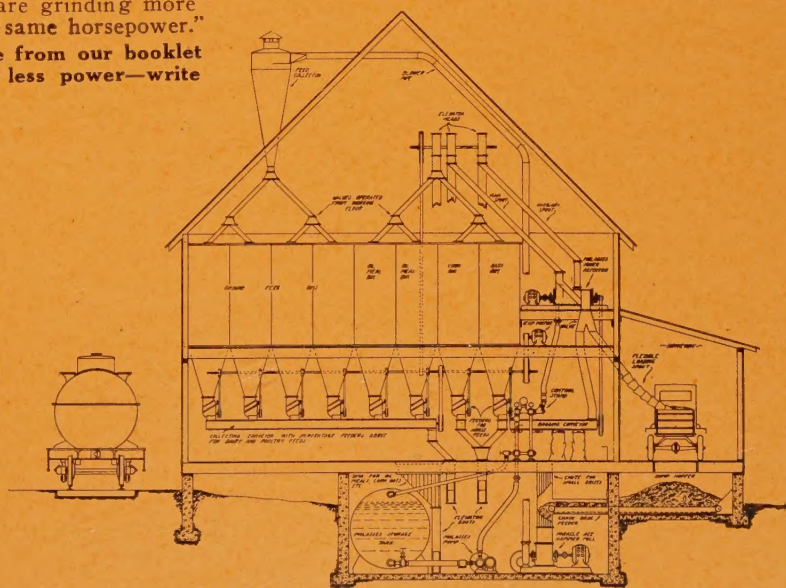
The Miracle Cold Molasses Process

Nothing within the last 30 years has aroused as much interest as the announcement of this new and wonderful cold molasses process.

Putting cold molasses on feeds—without any heating whatsoever—has been tried over and over for many years past, but without any practical success.

The discovery of how to do this was accidental and was invented by George M. Agee of Des Moines, Iowa. This process is now in operation in various parts of the country and is making more money for its owners than anything ever introduced to feed millers.

The exclusive franchise for the Miracle Molasses Process can be had for your community under certain conditions. It is a most valuable franchise. Write or wire for particulars at once. Also ask for our booklet describing the process, it is the "Miracle Molasses Process."



Our Miracle Molasses Process installed in a model sweet feed plant

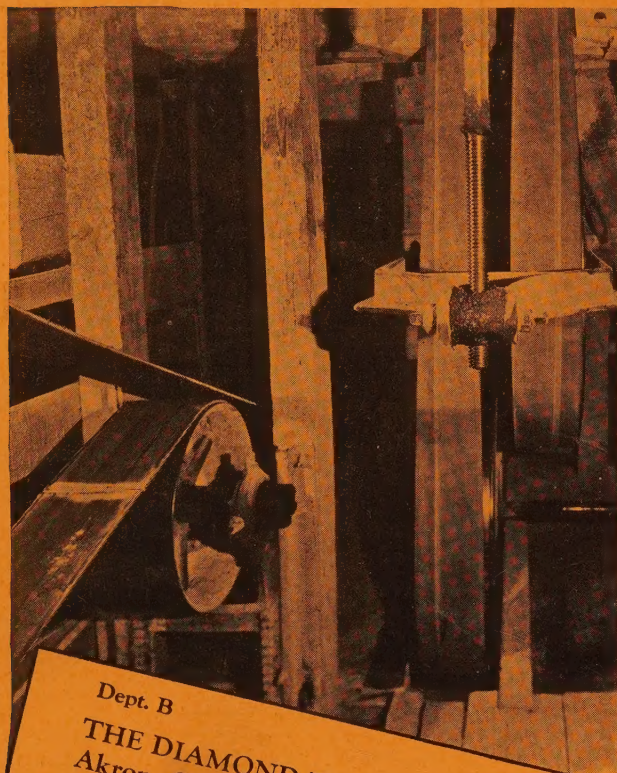
The Anglo-American Mill Company

300 - 400 Kennaday Ave.

Owensboro, Ky.

Defiance Belt

for Feed Mills, Corn Cutters, Wheat Washers,
Meal Dryers, Oat Hullers and Clippers, Etc.



A STURDY red belt, pre-stretched, strong, supple, absolutely free from the attacks of insect pests.

Mr. Harry Ayer, owner of the Keystone & Crescent Mills at Ulster, Pa., writes:

"We are very much pleased with the 8" Defiance endless belt which has been driving our attrition mill for two years, and is still in very good condition. We find that Defiance belt has the least stretch of any belt we have ever used; even less than leather."

Defiance has enjoyed the confidence of the grain industry for twenty-five years — delivering maximum horsepower at minimum cost! Especially effective in endless construction.

Investigate Defiance belt! Prompt service is assured through our nearest Branch or Distributor.

THE DIAMOND RUBBER CO., Inc., Akron, Ohio
Atlanta Boston Kansas City New York Philadelphia
Chicago Dallas Los Angeles Seattle San Francisco

Our Catalog contains 14 pages of practical details in regard to Belts, and covers all information necessary for their efficient and economical operation, including a table of Horsepowers, Pies, Widths and Speeds which will enable you to adapt your equipment to changed conditions when new machines are added, or more power needed. It is an invaluable aid to the millwright. Use the coupon to ask for it.

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"TESTED FOR A THIRD OF A CENTURY"